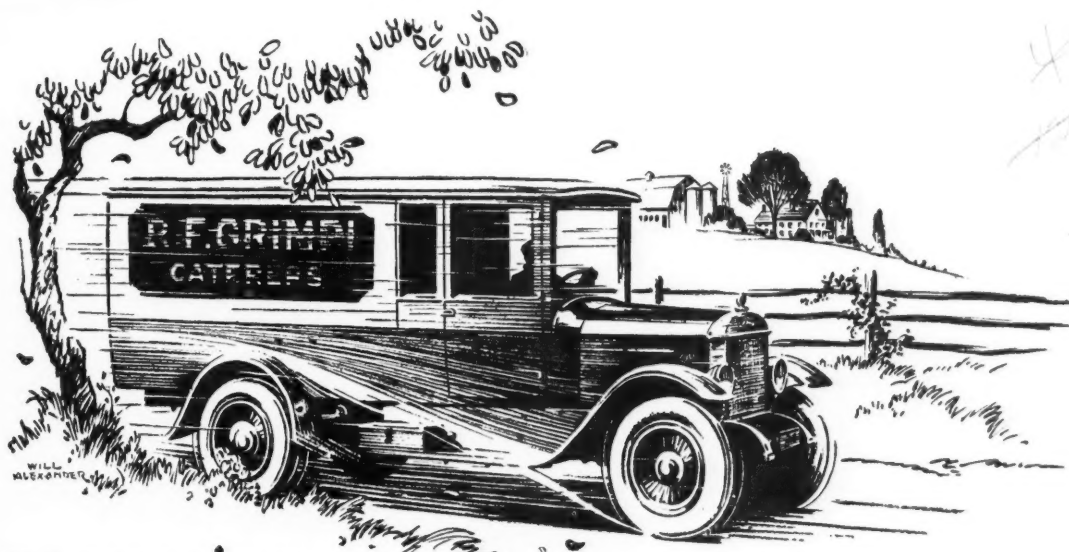


THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

Copyright, 1926, by The National Provisioner, Inc.
Title Registered in U. S. Patent Office.

NOVEMBER 6, 1926



Announcing The Autocar Delivery Truck

SPEED without stamina—like a shooting star—soon burns itself away!

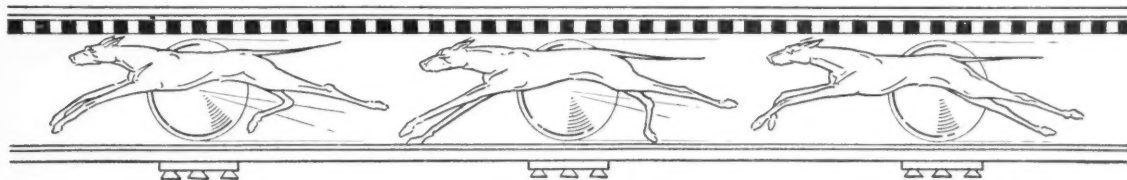
The Autocar Delivery Truck (Model A 1½-ton) has the speed of the Greyhound and the stamina of the Great Dane.

Profitable speed, reliable speed, hour after hour,

every day—think what it brings to a business!

Comfortable to ride in and drive, safe for the load and the driver, economical, fitted with *self-starter*, *electric lights* and *four-wheel brakes*, this new Autocar product is truly an achievement.

You will want to know more. Write for further information.



The Autocar Company, Ardmore, Pa.

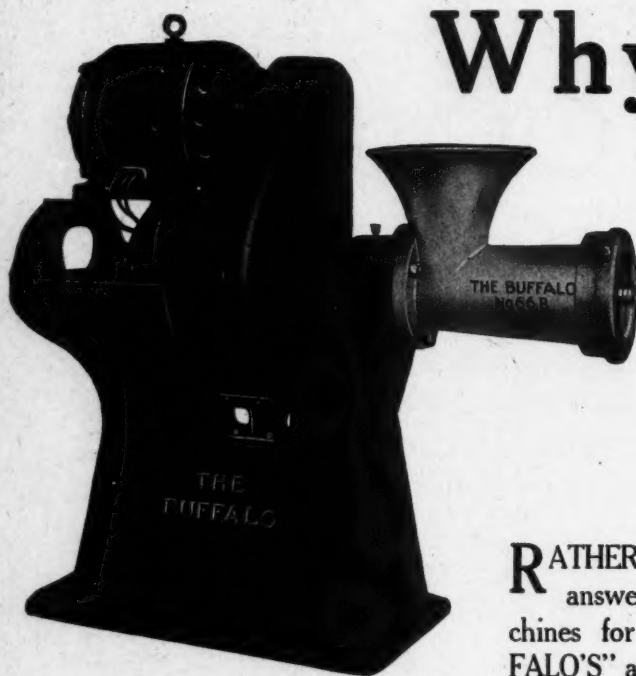
ESTABLISHED 1897

Direct Factory "Autocar Sales and Service" Branches or Affiliated Representatives in

*Albany	*Buffalo	*Dallas	*Lawrence	*Oakland	*San Diego	*Tampa
*Allentown	*Camden	*Denver	*Los Angeles	*Paterson	*San Francisco	*Trenton
*Altoona	*Canton, O.	*Detroit	*Memphis	*Philadelphia	*San Jose	*Washington
*Atlanta	*Charlotte	*Erie	*Miami	*Pittsburgh	*Schenectady	*West Palm Beach
*Atlantic City	*Chester	*Fall River	*Newark	*Providence	*Scranton	*Wheeling
*Baltimore	*Chicago	*Fresno	*New Bedford	*Reading	*Shamokin	*Wilkes-Barre
*Binghamton	*Cleveland	*Harrisburg	*New Haven	*Richmond	*Springfield	*Williamsport
*Boston	*Columbus	*Indianapolis	*New York	*Rochester	*St. Louis	*Wilmington
*Bronx	*Cumberland	*Jersey City	*Norfolk	*Sacramento	*Stockton	*Worcester
*Brooklyn						*York

*Indicates Direct Factory Branch

FOR FINEST QUALITY SAUSAGE—AT LESS COST



Why Change to the "BUFFALO" Grinder?

RATHER a pertinent question? But we'll let users answer it—men who have been using other machines for years, who replaced them with "BUFFALO'S" after seeing this marvelous grinder perform!

Let a few of these extracts from letters speak for themselves:

We are not only satisfied with the work of the "BUFFALO" Grinder but surprised at the results obtained. It cut 1,000 lbs. of beef directly thru the fine plate, one cutting, in nine (9) minutes. This is far ahead of any other machine we have used or heard of.

Adolf Gobel, Inc., Brooklyn, N. Y.

We ran a test on the "BUFFALO" Grinder and ground 6,000 lbs. of beef through the 3/16" plate in 57 minutes without heating the bearings or overloading the motor—and the meat did not heat at all. We

find it turns out more and better product with less power than any grinder we have ever used.

Rochester Packing Co., Inc., Rochester, N. Y.

I want to congratulate you on the two wonderful machines you recently shipped me. The No. 43-B, 7 knife Silent cutter is a wonderful improved machine over the older model "BUFFALO" Cutters I have been using for years.

In regard to the new "BUFFALO" No. 66-B Grinder, this machine grinds the meat faster than we can throw it in.

Fred Usinger, Milwaukee, Wisc.

The "BUFFALO" Grinder has silent chain drive, operates noiselessly and without heating bearings or meat. It is built strong and rugged to last a life-time. With the "BUFFALO" you will save at least 50% in time, labor, power, wear and tear—and increase your production.

John E. Smith's Sons Co. Patentees and Manufacturers 50 Broadway, Buffalo, N. Y.

Also makers of the world famous "BUFFALO" Silent Cutters, Self-Emptying Silent Cutters, Mixers and Sausage Stuffers.

"BUFFALO" Meat Grinder

Supreme in the field of Quality Sausage Making Machines

"OGDEN—This is OAKLAND We want 10,000 lambs"



LAMB WAS at a premium. An Oakland, California, meat-packer learned that a large number of lambs were to be put on the market in Ogden, Utah. He got in touch with the commission man by long distance telephone. In a five-minute call he purchased close to 10,000 head. Price, about \$90,000. Cost of the call, \$6—a saving of at least \$150 in traveling expenses. And it enabled the shipment to be started immediately.

Two MILLION times each day, America's toll and long distance lines are called upon to get something done, to make some saving of time or expense. And the telephone carries the voice and purpose of the executive across states and over the nation just as readily as it does within the limits of a city or a neighborhood. Thousands of concerns are finding ways to let Long Distance calls lessen the wastes of delay and postponement.

Have you taken stock lately of the various things Long Distance might accomplish for you? Is there something you need quickly at the most advantageous price? The telephone will reach the man or concern that has it for sale. Shipment can be made without waiting for the

exchange of visits or correspondence. You can go from one market to another in various parts of the country, without leaving your office. Likewise, if you have something to sell, the telephone will reach a buyer, no matter how busy or how far away he may be. Long Distance will accomplish your purpose in less time, and at an actual saving of money.

Our Commercial Department in your own town will gladly assist you in laying out a program of long distance service suitable to your organization. Ask a representative of this department to call upon you, without charge. In the meantime, why not make a test of what distant calls can do? What buyer or seller would you like to talk with, now? . . . *Number, please?*

BELL LONG DISTANCE SERVICE



Cleveland Kleen-Kut

If a Picture is worth a million words—**this** Cut showing the patented CLEVELAND flat side plate is worth many dollars to you.

No more cylinder pin trouble—no more breakdowns—costly delays—no more buying of new cylinders on account of a pin.

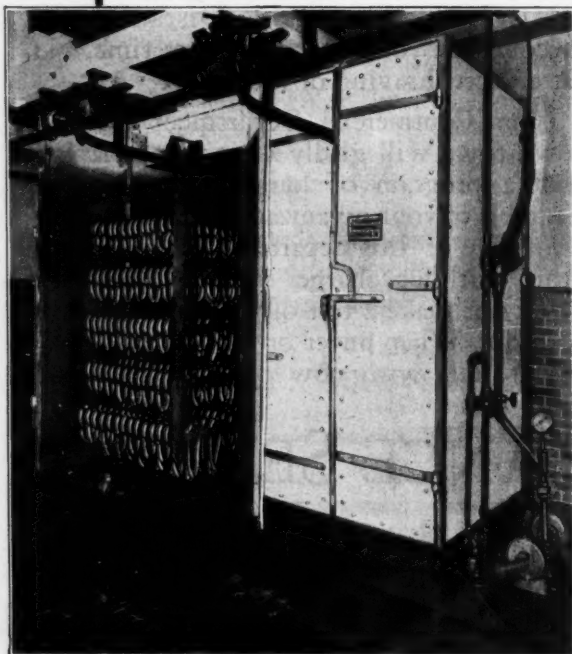
The picture tells the story.

Do you wonder why the leading Packers and Sausage Manufacturers adopt CLEVELAND as their standard?

**The Cleveland Kleen-Kut
Manufacturing Co.**
CLEVELAND, OHIO



Solving the Sausage Cooking Problem



**The Latest Development in
Sausage Cooking**

The Jourdan Process Cooker

(Patent Pending)

Not a Steam Box Not a Spray

But a Temperature Controlled

HOT WATER DOUCHE

Perfected After Years of Experiments

Cooks quicker and with absolute uniformity on the rail—on the cage—on the stick; colors while cooking when desired. Product not touched by human hands. Saves time and labor—quickly pays for itself. Improves product both in quality and appearance. Many other advantages make it a practical necessity in any sausage plant.

Write Today for Full Details

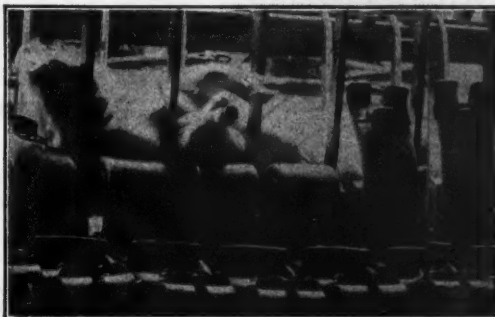
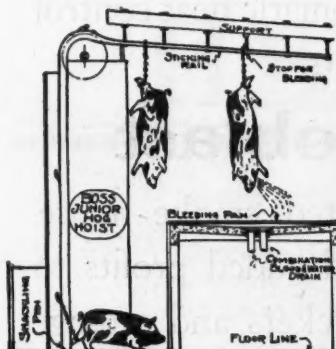
JOURDAN PROCESS COOKER CO., 814-832 W. 20th St., Chicago

Nothing Succeeds Like Success That Carries with it the Esteem of Customers

We appreciate this and are thankful for the successful business we have done during the convention in

**"Boss" Machines and Appliances for
Up-to-Date Hog and Beef Killing.**

"BOSS" Jerkless Hoists. "BOSS" Hog Dehairers



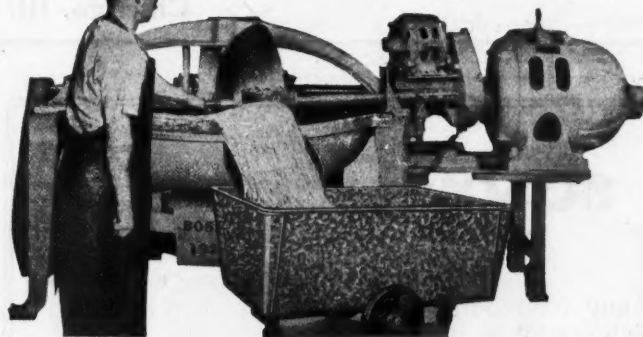
Charles G. Schmidt



Oscar C. Schmidt

High Grade Sausage Making

"Boss" Cutters with Rapid Unloaders in 43 and 56 inch Bowls.



"Boss"
Grinders
6,000 - 9,000
lbs. capacity.

"Boss"
Mixers
100-2,000 lbs.
capacity.

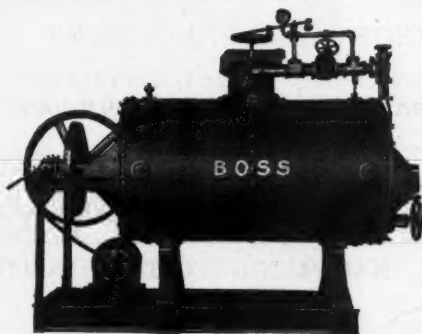
"Boss"
Stuffers
100-400 lbs.
capacity.



John J. Dupps, Sr.

Prime Rendering of Packing House Material

"Boss"
Cookers
4x 7 ft.
5x 9 ft.
5x12 ft.
Percolators
Crackling
Presses and
Expellers



"Boss"
Entrail
Hashers
and Washers
Bone
and Offal
Shredders
Tankage
Grinders



John J. Dupps, Jr.



John P. Harris

Most positive with lowest initial and day by day operating cost.

The Cincinnati Butchers' Supply Company

3907-11 S. Halsted St.,
Chicago, Illinois

1972-2008 Central Ave.,
Cincinnati, Ohio.



Airoblast

Quick Safe Simple

The modern method of smoking meats.

The automatic heat control assures results.

Airoblast

has eliminated smoke-house troubles and added profits to scores of packers and sausage manufacturers.

B. F. NELL & COMPANY

620 W. Pershing Road

Chicago, Ill.

Uncle Jake says—

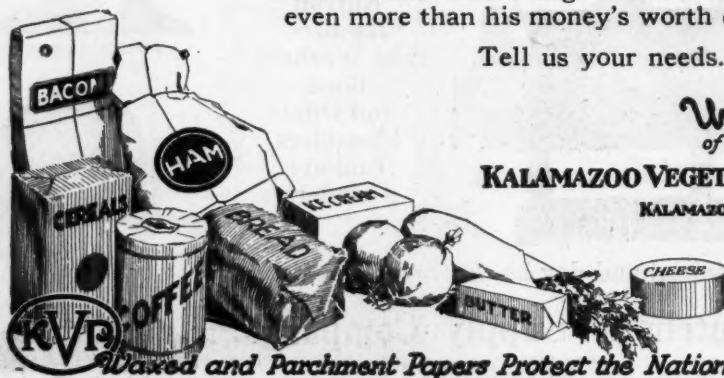
The true value in any commodity is that priceless ingredient which cannot be bought and sold.

The honor and integrity of the manufacturer is wrapped up in every case of

K.V.P. GENUINE VEGETABLE PARCHMENT

and I'm the "watch-dog" to see that every user gets even more than his money's worth every time.

Tell us your needs.



Uncle Jake
of the
KALAMAZOO VEGETABLE PARCHMENT CO.
KALAMAZOO, MICHIGAN

Waxed and Parchment Papers Protect the Nations Food.

Insist on Quality in Your Lithographed Cans

HEEKIN CANS

Heekin Lithographed Cans are famous for their quality, famous for the pure white that so many lithographers strive to imitate. Compare Heekin Lithographed Cans side by side with others and you will see why the colors used by Heekin are so perfect, so attractive, so beautiful.

Many of the most successful canned products are sold in Heekin Lithographed Cans. The Heekin Lithographed Label can't come off or become soiled—it remains a permanent advertisement, bidding always for business.

When you want a really handsome lithographed can in which to pack your product, be certain that you investigate the quality that has made Heekin Cans the finest that can be obtained anywhere, and they are economical, too.



Our Package Design Department Is At Your Service

This special department of foremost artists, lithographers and engravers will help design your can and label or reproduce in a more attractive manner your present label. This department is keenly alert to all advertising possibilities and combines colorful beauty with selling points. No matter your problem, write us today.

HEEKIN CAN CO.
6th, Culvert & New Sts.
CINCINNATI, OHIO



Mono Service Co.
NEWARK NEW JERSEY

ARE package experts. Their package is used by the leading meat packers and retailers because of its merchandising value. Your package with your name on it will create sales. If you have a package merchandising problem they will gladly assist you in solving it. Send for samples of the

KLEEN KUP

*The Package That
Sells Its Contents*

Trouble with your cure?

When curing pickle ferments look out for sour meats! Sugar in your pickle may be the cause of this trouble. Have you tried the new curing sugar made specially for meat curing?

Godechaux's CURING SUGAR

tested by the Research Department, Institute of American Meat Packers, assure you

*Quality Product,
Uniformity of Cure and
Material Saving in Cost*

PRICE

In 100 lb. Bags.....\$5.20
per cwt. f.o.b. Reserve, La.
In 250 lb. Bags.....\$5.10
per cwt. f.o.b. Reserve, La.

Subject to usual sugar trade terms of 2 per cent cash discount.

*Specially prepared for the
Meat Industry in the modern
Sugar Refinery of*

GODCHAUX SUGARS, INC.
Godechaux Building,
NEW ORLEANS, LA.

Let us have your inquiries. Delivered prices, both carloads and less than carloads, quoted on request.



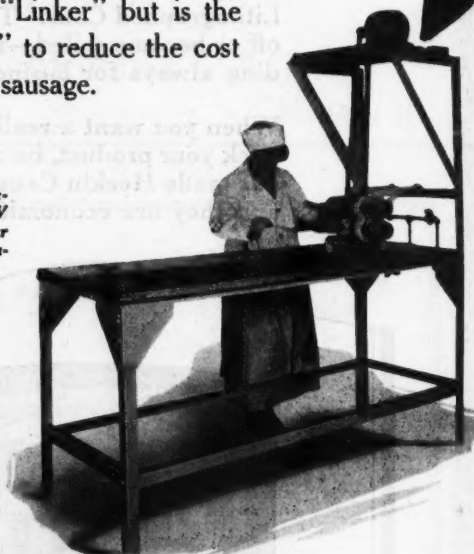
A Correction

The SPEEDEX machine is not a casing linking machine, or a casing stuffer—but is the machine which does away with a lot of expensive labor preparing casings for the stuffer tubes to be put on the stuffer.

It's not a "Linker" but is the "missing link" to reduce the cost of producing sausage.

Tell your secretary **NOW** to write for more information to

Packers Utility Co.
(Not Inc.)
320 Beethoven Place
Chicago



Full Beef Loins

reach their destination in prime condition when wrapped with our Stockinette coverings. We make any size desired.

Details and prices furnished upon request.

FRED C. CAHN

305 W. Adams St., CHICAGO

Selling Agent,

The Adler Underwear & Hosiery Mfg. Co.

Personality



Paterson

Vegetable Parchment

is made for the increasing number of people who will have only the best because they have found the soundest economy lies in quality.

Put personality into your packages. It means as much as personality in a real, live salesman. Make your packages represent you fairly, sell for you and earn dividends on your investment.

First of all, use Parchment Wrappers—real, honest-to-goodness ***Paterson Parchment*** that holds the greases back, looks spic and span and carries your printed design in beautiful colors.

All the essentials of the perfect wrapper for a *package with personality* are combined in ***Paterson Vegetable Parchment***.

Samples and prices promptly sent on request

The Paterson Parchment Paper Co.

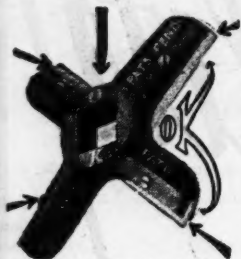
Passaic, New Jersey

Chicago

San Francisco

Attention

Sausage Makers and Packers



The season is here for fancy Pork Sausage.
Start out with a first-class product.

Fancy Pork Sausage can only be made by cutting the meat. The O. K. Shear, Kut Angle Hole Plates and Knives are the only plates and knives that cut the meat, **not crushing or smearing.**

Send for price-list and information when in need of repair parts for any make of grinder.

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann

Main Office, 2021 Grace St., CHICAGO

"PRAGUE SALT"

Trade Mark Registered

Introduced by

GRIFFITH

Fast Safe Cure

Remember the
source of supply

The
Griffith Laboratories

4103 S. La Salle St.
Chicago, Ill.



Everything
Wears
Out
BUT



A. Backus, Jr. & Sons
Dept. N.
DETROIT, MICH.

Baskets
OUTWEAR
EVERYTHING

SANDER

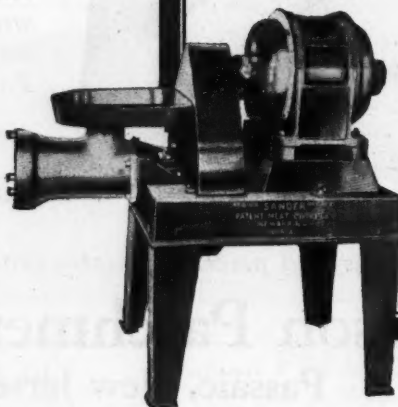
Such Record
Is Hard To
Equal

A. C. Hunt Company, Springfield, Mass., is one of the world's largest Sausage Manufacturers. Read of this company's experience with the Sander Compound Chopper:

"We have had a Sander 150 D type Compound Meat Chopper in use in our Sausage Department since Nov. 1918. This cutter has rendered satisfactory service in every way, especially so in cutting meat for sausage, due to the triple cutting the meat receives in one conveying through the plates, eliminating the mashing of meat that would take place in running through the conveyor and plates two or three times, as is necessary in many cases in other types of cutters.

"We highly recommend this Sander Compound Meat Cutter for efficiency, volume of production, and quality of cutting."

The Sander
Manufacturing Co.
Newark, N. J.



How Do You Cook Your Corned Beef?



C.B.7—Capacity 12 pounds
C.B.5—Capacity 15 pounds

The C. B. 7 for Corned Beef Splits constructed of cast aluminum, with yielding spring pressure.

Produces a superior product heretofore unequalled in flavor and appearance.

Reduces shrinkage considerably over other methods, thus paying for itself in a short while.



Product

Its appetizing appearance and wonderful flavor insure large profitable sales.

There is no waste. It is slicable from the first cut to the last, and each slice is just the size desired for sandwich or cold meat serving purposes.

By far, it surpasses any like product now upon the market.

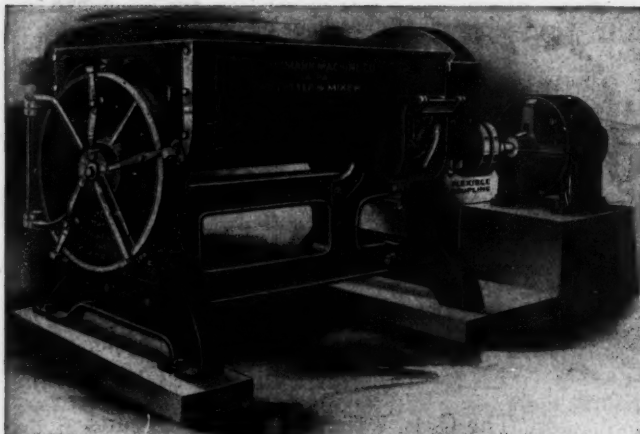
Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory—Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London
Canadian Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.



IN THIS WORLD
**The Greatest Meat Cutter
 and Mixer Combined**

Sanitary Beyond Comparison

Replacing Other Equipment Everywhere

WRITE FOR PRICES

The Hottmann Machine Company

3325-43 Allen St.

PHILADELPHIA, PA.

When you write the advertiser, mention THE NATIONAL PROVISIONER

**Write us for information
 and prices on**

H. & H. Electric Ham Marking Saw
 H. & H. Electric Pork Scribing Saw
 H. & H. Electric Beef Scribing Saw
 H. & H. Electric Fat Back Splitter

Calvert Bacon Skinner

United Improved Sausage Molds

Monel Metal Meat Loaf Pans

Adelmann Ham Boiler

Jelly Tongue Pan

Maple Skewers

Knitted Bags

Best & Donovan

332 South Michigan Blvd.
 Chicago, Ill.

HAM and BACON FLAT TRUCK No. 601



Manufacturers of
 Standard Sanitary Packing House and Sausage
 Factory Equipment

Send Us Specifications for Your Special Equipment

THE GLOBE COMPANY

822-26 W. 36th Street

Chicago

Write for Copy of Our New Catalogue

KRAMER

Improved

**Hog Dehairing
 Machines**

L. A. KRAMER CO.,
 111 W. Jackson Blvd., Chicago

**Standard 1500-lb.
 Ham Curing Casks**



Write for Prices and Delivery
Bott Bros. Mfg. Co. ILLINOIS

**Shipping
 Containers**

Made in two sizes—30- and 50-gallon capacity. Drums are of 16-gauge galvanized steel, reinforced around the top with $\frac{1}{4}$ " steel pipe, over which sides are rolled and pressed, forming a substantial roll top. Bottoms double seamed and reinforced with $1\frac{1}{2} \times \frac{1}{4}$ " angle-iron welded and crimped on. No rivets used in the construction. Handles of same general construction as on all our containers only of much heavier material.

Heavy cast brass nameplate attached to each container.

Both sizes used as returnable lard containers. Also practical in oil and cutting departments. Sold either with or without covers.

**Dubuque Steel
 Products Co.**

Sheet Metal Dept.

Kretschmer Manufacturing Co.

Dubuque, Iowa

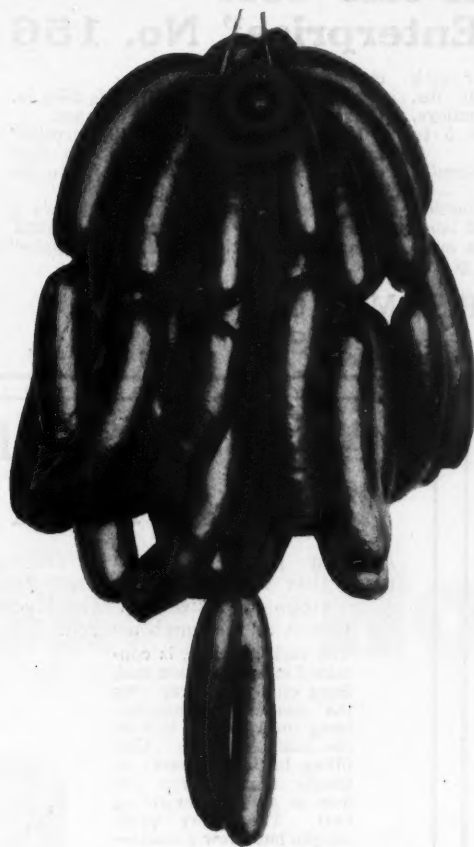


50 Gallon 22" diam., 28" high.

30 gal., without cover.....\$7.00

50 gal., with cover.....8.00

Sheep



Casings

**South American
New Zealand
Australian
Mongolian
Russian**

*Cleaning plants located in all principal killing centers
of the World*

ESTABLISHED 1853

THE BRECHT COMPANY

NEW YORK

HAMBURG

BUENOS AIRES

ST. LOUIS

Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 1/4", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

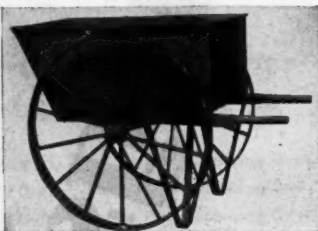
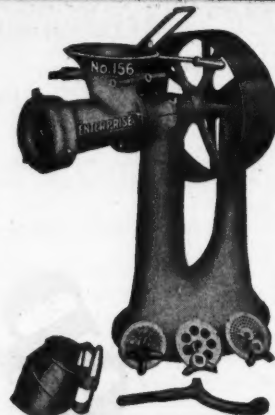
Distance from ring to floor is 26 1/4 in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.

THE ENTERPRISE MFG. CO., OF PA.,
Philadelphia, U. S. A.

No. 3



MEAT TRUCK NO. 26

Watertight body of heavy gauge galvanized steel; easy to clean; mounted on two 40" dia., 3" face steel wheels.

OVERALL DIMENSIONS

	Length	Width	Height	Weight
Tank	48"	28"	18"	
Truck	56"	42"	48"	260 lbs.

MARKET FORGE CO.

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

A Fast Non-Stop Branding Torch The Everhot 1500-A

Packing plants need a branding torch that will operate without frequent stops for reheating. The Everhot 1500-A is just such a torch.

The fuel, gasoline, is contained in a one-gallon tank hung on a wide strap over the operator's shoulder, hung on a nail or laid on the table or floor. One filling lasts for hours. A steady flame keeps the iron at an even branding heat. The entire outfit weighs but a few pounds—very portable.

Full details on these packers' outfits gladly sent on request.



Everhot No. 1500-A is designed especially for packers.

EVERHOT
America's Brand Makers
EVERHOT
MANUFACTURING CO. MAYWOOD, ILLINOIS

Shrouding Pins



To Clothe Beef

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

Write for Samples

We manufacture springs for all purposes, from brass—bronze—monel metal and steel.

Also made with—
out washers

Muehlhausen Spring Co.
5841 So. Loomis Blvd.
Chicago, Ill.



"S" HOOK



SCREW-IN HOOK



BAR MEAT HOOK

CHATILLON Meat Hooks

WE make meat hooks of all models and sizes to suit every need—"S" hooks, drive-in hooks, screw-in hooks, screw-on hooks, bar hooks.

Chatillon Meat Hooks will not taint the meat. They are heavily tinned. Made of good quality steel of various thicknesses, with sharp points.

If your supply house cannot furnish prices and full information, write to us direct.

JOHN CHATILLON & SONS

Established 1835

85-99 Cliff Street

New York City, N. Y.

1016

THE CASING HOUSE

BERTH. LEVI & Co. Inc.

ESTABLISHED 1882

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

"NIAGARA BRAND"

MANUFACTURED BY
Established 1840

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

Genuine Double Refined Saltpetre (Nitrate of Potash) and Double

Refined Nitrate of Soda

"The old reliable way to cure meat right."

VAN GEUNS BROS.

Groningen, Holland

Telegraph Addr. "Casings"

are buyers of

Hog Casings

Offers solicited

BECHSTEIN & CO., Inc.**SAUSAGE CASINGS**

CHICAGO: 723 West Lake Street
LONDON: 5 St. John St., Smithfield, E. C.

NEW YORK: 50 WATER STREET
Telephone Whitehall 9328

OPPENHEIMER CASING CO.

New York
London
Hamburg
Sydney

Importers and Exporters of
SAUSAGE CASINGS
CHICAGO, U. S. A.

Toronto
Wellington
Buenos Aires
Tientsin

Sheep Casings

Dried Sheep Gut, Beef Bungas, Bladders,
Weasands, Middles

**Why Pay Middlemen's
Profits?**

Buy direct from Cleaners
BRITISH CASING CO., LTD.
Sydney, Australia.
Largest Cleaners in Australia and New
Zealand: 14 Factories
Cable Address: Britcasco, Sydney
Our Broker from Australia visits America
periodically

M. BRAND & SONS**SAUSAGE CASINGS**

FIRST AVE. AND 49th ST.

NEW YORK

S. OPPENHEIMER & CO.**Sausage Casings**

Chicago, 2700 Wabash Ave.
Hamburg 8-Luisenhof

London, 47 St. John St., Smithfield
73 Beaulieu St., Wellington

466 Washington St., New York

SHEEP | HOG | BEEF

CASINGS

Importers - Manufacturers - Exporters

**CALIFORNIA
BY-PRODUCTS CO.**

Main Offices Eastern Branch
905 Market St. 461 Eighth Ave.
SAN FRANCISCO NEW YORK

**Hammett & Matanle
CASING IMPORTERS**

22 & 24 ST. JOHN'S LANE
London, E.C.1.

Correspondence Invited

NEW YORK BUTCHERS' SUPPLY CO., Inc.

**SAUSAGE CASINGS AND
SUPPLIES**

513 Hudson St., NEW YORK, N. Y.

Tel. Rhineland 4817

THE AMERICAN CASING CO.

Importers and Exporters

Sausage Casings and Spices

401-3 E. 68th St. New York City

EARLY & MOOR, Inc.

Importers
Exporters

SAUSAGE CASINGS 139 Blackstone St.
Boston Mass.

"The Skins You Love to Stuff"

HARRY LEVI & COMPANY

Importers and Exporters of Sausage Casings

4856 South Halsted Street

Chicago

Massachusetts Importing Company

Importers HIGH GRADE SAUSAGE CASINGS Exporters

**Direct Importers of Russian, Persian, Chinese Sheep
78-80 North Street and Hog Casings BOSTON, MASS. U. S. A.**

THE DRODEL CO., Inc.

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LOS ANGELES, CALIFORNIA
Sausage Casings

PHONE GRAMERCY 2665

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IMPORTERS and EXPORTERS OF
SAUSAGE CASINGS**

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MANUFACTURERS

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Tallow and Oils

BUYERS OF
Beef Cracking
Calf Skins

CONSOLIDATED BY-PRODUCT CO.

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30th and Race Streets

Philadelphia, Pa.

MANUFACTURERS

Beef, Sheep and Hog Casings
all Descriptions
Beef Weasands a Specialty

IMPORTERS OF
High Grade Hog and Sheep
Casings

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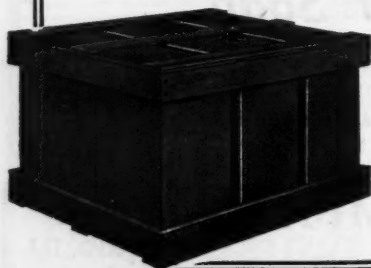
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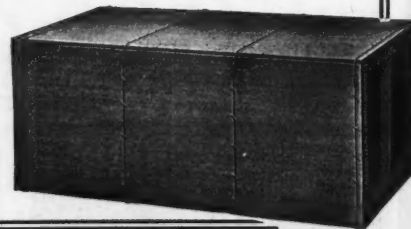
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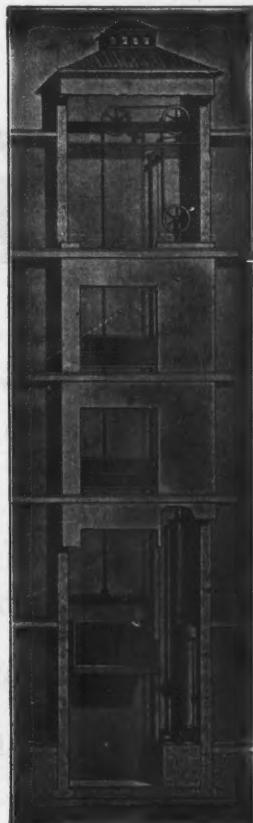
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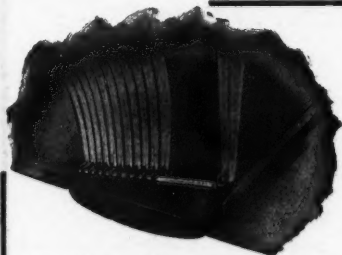


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PUBLISHED EVERY SATURDAY

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No. 19

Do You Pay Too Much Income Tax?

Knowing How to Figure Your Tax Properly on Some Obscure Items Will Often Save Taxpayers Much

Income taxes are bugbears which "bob up" at least once a year in the life of every business man.

He must pay income tax.

The point is, does he always know how much he should pay? Does he not pay taxes sometimes that are not necessary?

This has been found to be true in many cases.

It has been estimated that millions of dollars of unnecessary taxes are paid every year, merely because the taxpayer does not know how to handle his transactions so that there is no legal requirement for taxes.

When It's Not Tax Dodging.

In the case of sales or exchanges, for instance. The right to change the status of an organization or to dissolve it in a legal manner is an individual's right, "inseparably connected with an individual's right to own and control his property."

This is not tax dodging and is not illegal, provided the changes or transfers have been what the law terms a "legal actuality." The effort may be to avoid paying taxes, but if it has been executed by means of legal forms, it is not subject to legal censure.

For example, where a husband gives property to his wife, possibly to avoid taxation. If this is done legally, and there are no hidden strings to it, it must be regarded as a gift.

In a case cited the man later managed the proceeds of the gift bestowed on his wife, yet there was nothing to indicate that the gift was not bona fide, and therefore legal. The same has been true when the gift was later sold and the proceeds loaned to the husband, just as any other money might have been loaned on a promissory note and interest paid on it in due order.

Changes made, even if for the

purpose of avoiding taxation, will probably never be set aside if they are made open-handed. The danger lies when the gift or change is not what it appears to be, such as retaining ownership after a gift had been passed on, etc. When this is done, punishment can be expected, but open, "above-board" gifts and transfers can be made to avoid taxation, if they are genuine. And frequently large amounts of tax money can be paid.

The following article by a tax expert takes up this phase of transfer and gift for the purpose of avoiding tax payment or otherwise. It is a matter that will be of wide interest, as gifts or changes such as those discussed are not infrequently made.

Are You Paying Taxes Unnecessarily?

By W. B. Swindell, Jr.

From cases I have seen, I am confident that millions of dollars are paid every year

Makes Figuring Easy

The way to make the preparation of income tax schedules an easy matter is to keep accounts and records throughout the year in such shape that it will merely mean drawing off the figures on the schedules.

As the calendar year draws to a close all doubtful matters should be cleared up so that there will be no trouble at the last minute.

Inform yourself of the different interpretations on any question in which you are in doubt. It is better to do this than to pay tax unnecessarily.

If you have an income tax question, write THE NATIONAL PROVISIONER and your inquiry will be submitted to a tax expert for reply. Don't wait until the last minute to send your question. This is a service THE NATIONAL PROVISIONER gives its subscribers.

in taxes unnecessarily. By this I mean that these huge amounts would not be incurred if the transactions on which they are paid were gone through with in such a way as to take advantage of the privileges granted a taxpayer under the revenue laws.

I know of a great many sales where large taxes have been paid that would not have been at all necessary had the deals been handled a bit differently.

But a great many people are afraid that, if they attempt to carry out their sales or exchanges in a way that will escape taxation, they will be penalized by fines and possibly something more serious. This is not necessarily true, by any means.

In connection with this point, one authority has stated that the right to change the status of an organization, or to dissolve an organization in any legal manner, is not ineffectual because the motive impelling the change is to reduce or avoid taxation in the future. The right so to do, according to this authority, is an individual's right, inseparably connected with an individual's right to own and control his property.

It Is Not Tax Dodging.

It is not unnatural that any thoughtful business man takes such steps. It is altogether different from tax dodging, the hiding of taxable property, or the doing of some unlawful or illegal thing in order to avoid taxation.

Transfers of property and changes in legal relationships may not be nullified nor disregarded merely because their purpose and result was to reduce taxation. But a lawful and legally effective device which is carried out in good faith must be recognized, according to the United States Supreme Court in the case of U. S. v. Isham.

The court, however, lays great stress on the "legal actuality" of these devices for avoiding taxation. It states that it is the obvious duty of the Treasury Department and the courts to protect the Government against a loss of revenue by means of devices representing a fraudulent evasion of taxes through a formality which is merely

colorable and is not a legal actuality.

The ruling in the case of the U. S. vs. Isham is not so interesting because it involves a rather obscure and seldom-encountered point. But the principle outlined in this decision of the United States Supreme Court is most important.

"Though it may be a device to avoid the revenue acts, and though its operation may have the effect of avoiding them, yet if the device be carried out by means of legal forms, it is subject to no legal censure."

Referring further to this case, the Court states: "He resorts to devices to avoid the payment of duties, but they are not illegal. He has the legal right to split up his evidences of payment and thus avoid the tax."

Still a Popular Custom.

The idea of the husband giving property to his wife is by no means young. I cannot say just how old it is, but I am sure it must have originated a long, long time ago. And—to all appearances, it is just as popular today as ever, if not more so.

In a case decided on a few weeks ago, it was held by the United States Board of Tax Appeals that the fact that the donor (giver) thereafter managed the proceeds from the subsequent sale for his invalid wife and minor children, the wife being consulted and signing all checks for payments from her funds, did not show that the previous gift was not bona fide. And the Commissioner of Internal Revenue, head of the government's tax collection and administration unit, acquiesced in this decision of the Board.

In another case the Board held the gift to be bona fide, though the wife had thereafter loaned the proceeds from the subsequent sale by her to him, the donor, for which he gave his interest-bearing promissory note, on which interest had always been paid.

Gift Followed by a Sale.

Giving some idea of the government tax unit's notion of the matter is a Solicitor's memorandum dealing with the case of a gift followed by a sale. According to this memorandum, "whether the transfer by a property owner without consideration to a member of his family or other confidant constitutes a gift is a question of fact. If the effect of the gift is to diminish tax liability, and it appears that thereafter the donor is deriving advantage from the property purporting to be transferred, such facts constitute prima facie evidence that the gift was only colorable.

"If the purported gift is followed shortly by a profitable sale by the donee, it was prima facie not an actual gift but a mere colorable transaction, which should be disregarded in calculating the tax, and should be investigated for evidence of fraud. Both of the above mentioned prima facie cases may be rebutted by proof establishing an actual gift."

Another Case of Transfer.

There is one case recently decided on by the United States Board of Tax Appeals which has caused a great deal of comment and speculation. It is the case

of a wealthy owner of stock in a manufacturing firm.

He transferred all his stock to his wife by gift. He endorsed and delivered to her practically all of the stock certificates he held in this particular company, reserving to himself just one share. Then certificates of stock were issued by the company to his wife. An assignment of the stock was at the same time executed by him to his wife.

Shortly thereafter the wife of this man entered into an agreement with another concern for sale of this stock and interest in the concern. The stock was duly paid for, and the wife invested her money and has ever since retained the money or the investments or reinvestments into which the payments were converted.

The tax administration said the husband derived a profit from the sale of the stock by his wife. The Board said "no."

In rendering its finding the Board stated: "The entire record in this appeal has been examined and analyzed with unusual care by every member of the Board. We have tested it from every angle which the record will permit, and we find therein nothing to warrant us in holding that the transfer of the stock by this taxpayer to his wife was not a bona fide gift, vesting in her unconditionally every right of title and ownership which the taxpayer had. Upon the issue presented, we must find for the taxpayer."

Open Methods Will Pass.

I believe that any "above-board" devices to avoid taxation on a deal will escape the censure of the Treasury Department, the

U. S. Board of Tax Appeals and the courts. In my judgment the only danger lies in cases where there are underhanded deals not appearing on the face of the transactions, such as gifts which are not complete gifts, but have invisible strings fastened on to them, retaining ownership in the donor, where everything appears to be bona fide.

The courts will deal severely with such frauds. But I have never yet heard of a case where a man has been denied the right to put through his deal in such a way as to pay a minimum tax or to avoid payment altogether, if he does it honestly.

NOTE—The author is a member of the firm of M. P. Snow & Company, Chicago, public accountants and tax consultants.

BAR ON FOREIGN MEATS.

The Department of Agriculture has again called attention to the new regulation prohibiting the entry into the United States of fresh and frozen meats from countries having rinderpest or foot-and-mouth disease.

The Department's most recent statement says that the combined effect of all present regulations is to admit fresh and frozen meats after January 1, 1927, from only Canada, Ireland, Norway, Australia, New Zealand and Japan. The only countries that are affected by the new order are Argentina, Brazil and Uruguay.

The new order is designated Bureau of Animal Industry order No. 298. The regulation is based on scientific study and the experience of other countries in combating these highly infectious livestock diseases.

Attention is called to the fact that Great Britain experienced numerous outbreaks of foot-and-mouth disease in the last few years, and recently officials traced the infection conclusively to imported hog carcasses. As a result Great Britain now prohibits the import of fresh meat from Continental Europe.

In recent years imports of fresh meats by the United States have been relatively light, and the new order is not likely to have any serious effect on international trade.

For many years federal regulations have restricted or prohibited the importation of live animals, hides, skins, wool, hay, straw, etc., from countries where dangerous animal maladies exist.

The new order, mentioned originally in THE NATIONAL PROVISIONER of September 25, 1926, is a further safeguard against animal diseases.

GERMAN BACON PLANTS.

A reported contract to build 10 export pork packing plants in Germany has recently been awarded a Danish engineering firm, according to Commercial Attache H. Sorenson of the U. S. Department of Commerce. The "Berlin Bacon Trust" is said to be the moving spirit in the building of these plants, and the German state is reported to have given the combination its support.

The enterprise, which has a capitalization of 40,000,000 marks, is financed by a German banking firm and an English firm is also interested in the undertaking. It is planned that the plants in question shall devote their attention to German export of bacon to the English market.

Scales and Profits

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Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25c in stamps.

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Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

X — Approaching Armistice Disturbs Hog Market

Possible release of Argentine and South African Corn resulted in Corn Price Declines and Heavy Marketings of Hogs—Packers unable to Maintain Minimum if Heavy Marketings Continued—Supply of Fats not Greater than World Need if they could be Distributed—Agricultural Advisory Committee recommended Continuance of 13 to 1 ratio based on Average Farm Value of Corn.

This is the tenth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside history is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

At the earnest solicitation of representative swine growers, the Food Administration had based its minimum price of hogs upon a ratio with the price of corn.

Although hogs are grown on other feeds than corn, nevertheless it is a fact that the margin of hogs that makes either a surplus or deficit of pork products depends upon the corn-fed hog of the Mississippi Valley—the so-called Corn Belt.

In the statement issued on November 3, 1917, it was stated that for hogs farrowed in the spring of 1918 the Administration would "try to stabilize the price so that the farmer can count on getting, for each 100 pounds of hog ready for market, 13 times the average cost per bushel of the corn fed into the hogs." Although the Administration at no time expected that this ratio would be more than a general yardstick to measure an approximate minimum price level, yet the producers interpreted it more literally.

Trouble When Corn Prices Fell.

This ratio worked perfectly satisfactorily as long as the price of corn remained stationary or was advancing. However, in August and September, 1918, rumors of a possible armistice and the close of the war began to be circulated. The accumulation of large stocks of low-priced corn in Argentina and South Africa, which, it was assumed, would be thrown on the European market in the event of peace, created a great deal of apprehension among holders of corn in the United States. This resulted in a price decline between July and October, 1918, of from 25 to 40 cents per bushel.

This lower range of corn prices would, if incorporated in a 13 to 1 ratio, obviously result in a continuously declining price for live hogs. Many swine producers, anticipating such a decline, began to rush their hogs to market in large numbers, which still further aggravated the difficult

price situation. The total slaughter of hogs under federal inspection in October, 1918, amounted to 3,018,000, which was 36 per cent more than in the corresponding month of the year before.

Heavy Hog Runs Cause Trouble.

According to the Department of Agriculture, the supply of hogs had increased about 8 per cent over the preceding year, while the highest unofficial estimate did not exceed 15 per cent increase. On the other hand, the receipts of hogs at the principal markets during October, 1918, was 25 per cent greater than in October of the preceding year, showing that the ratio of marketing was far in excess of the increase in production.

This extremely heavy run of hogs was taxing to the utmost the ability of the packers to maintain the agreed price. Added to these difficulties, was the severe influenza epidemic which seriously curtailed domestic consumption of pork and reduced the labor staff of the packers by about 25 per cent. The Allies continued to take their increased supplies. Exports of pork and lard for the two months of October and November, 1918, totaled over 255,000,000 pounds, compared with 153,000,000 in the corresponding months of 1917.

The supply of fats was not greater than the world needed if they could be properly distributed. In addition to the demands by the Allies, the Central Empires and the neutral countries were in serious need of these supplies, and in the event of peace it was believed there would result very heavy additional demands for pork products.

The question, now, was how to hold the supply of hogs back so that they could be marketed in an orderly fashion and thus enable the Food Administration to make good its moral obligation as to the price to the producer.

Agricultural Advisory Committee.

The Agricultural Advisory Committee, and particularly its Subcommittee on Live Stock, had been kept constantly in touch with the changing conditions in the hog situation. This committee had met from time to time and advised both the Food Administration and the Department of Agriculture with regard to the numerous problems arising in these departments which affected the farmer. The question of hog prices was one on which the Food Administration had frequently sought

their advice, especially that of the Live Stock Subcommittee.

At the meeting of this subcommittee on September 25, 1918, it had recommended the continuance of the 13 to 1 ratio, definitely stating that for this purpose the average cost per bushel of corn should be taken as the average farm value of corn, as determined by the Department of Agriculture, in the eight leading corn and hog states during the period of five months preceding the month in which the hogs were marketed, and that the price of hogs should be based on the average of packers' droves at Chicago.

Under the difficult conditions which developed in October, 1918, Mr. Hoover requested a special meeting of this subcommittee, to which were invited a number of special members representing the swine industry.

Hoover Troubled Over Situation.

In his letter of October 24, 1918, to H. C. Stuart, requesting the assistance of this committee, Mr. Hoover, after setting forth the conditions referred to above, said:

"I am extremely troubled at this situation, for, as the Committee is well aware, the one desire of the Food Administration is to do justice to the producer in the United States and to secure for him a proper return for his large exertions in providing the world with larger food supplies. The whole plan as put into action a month ago was designed purely for this purpose. There is no doubt but that from overmarketing the plan may become unmanageable at any moment. I am therefore anxious that you should consider the problem anew in all its aspects.

"To indicate our intention to proceed in this matter in absolute good faith, I may say that we have in hand orders for 170,000,000 pounds of pork products for the month of November, which may be slightly increased during the month. The Food Administration is prepared to place these orders on the basis of the 13 to 1 ratio applied to the month of November.

"I do not, however, feel that if the producers continue to flood the market that this will assure any stability to the price."

The next article in this series will tell how the subcommittee of producers recommended that 13 to 1 ratio in price of hogs be abandoned; packers undertook to purchase hogs for not less than agreed minimums, based on Chicago; their ability to carry out arrangement dependent on normal marketings of hogs; assurance resulted in check of heavy unseasonable marketings.

What About Hoover and the Hog Farmer?

In a recent article under the caption "Hoover and the Hog Farmer," H. A. Wallace, editor of "Wallace's Farmer," severely criticizes Herbert Hoover in his relations with the hog producer as war-time Food Administrator.

This criticism includes Dr. Frank M. Surface, economic adviser to the Food Administration, who has written a book on "Pork Production in the World War" (now being reviewed by THE NATIONAL PROVISIONER).

Mr. Hoover is accused of breaking faith with the hog producer during

the war, as to the ratio between the price of corn and hogs.

Mr. Wallace's contention is that the ratio should have been between the Chicago price of hogs and the price of No. 2 corn at Chicago. The Food Administration, with the advice and on the recommendation of a committee of Corn Belt farmers, determined that this ratio should be between the Chicago price of hogs and the farm price of corn.

In his article Mr. Wallace berates both Mr. Hoover and Dr. Surface for this interpretation, inferring that they

connived together to make the farmer believe he was really getting the equivalent of the price of 13 bushels of corn, when the price he received was actually much less than this, based on No. 2 corn at Chicago.

Called an Intemperate Criticism.

It is further inferred by Mr. Wallace that this was done because Mr. Hoover was unable to arrange a price with the Allies for pork products equivalent to the 13 to 1 ratio considering corn at Chicago, so the ratio was transferred to farm price of corn.

So unfair and inaccurate was this article regarded by those in intimate touch with the work of the Food Administration and its promises to the farmer, that an open reply has been addressed by Dr. Surface to Mr. Wallace as follows:

Reply to the Attack.

Mr. H. A. Wallace,
Wallaces' Farmer,
Des Moines, Iowa.

Dear Mr. Wallace:

I have just read your article on "Hoover and the Hog Farmer" in your issue of October 15th, which you base on my recent book "American Pork Production in the World War."

This article is so petty in spirit and so wrong in fact and conclusion as to warrant a reply. The article disregards wholly the great work Mr. Hoover had to accomplish, viz., to obtain enough fats to carry ourselves and the Allies through the war and at the same time to see that the farmer was properly paid for his services.

The fats were obtained, and no hog farmer will honestly deny that he made good money from hogs up to the end of the war and for a full ten months thereafter. Moreover, as you acknowledge, the prices secured for hogs were relatively higher than those for other commodities, including steel, copper, etc.

A Personal Interpretation.

Your criticisms are based entirely upon your personal interpretation of what, even if true (which it is not), is a minor question, viz., that the 1918 fall hog prices should have been based upon 13 to 1 Chicago prices of hogs as against Chicago prices of corn instead of Chicago prices of hogs and farm prices of corn, as was the method determined by the Agricultural Advisory Committee to the government during the war.

And out of long-existing spite for Mr. Hoover you, in order to connect him with your false premises, state, "this committee merely became the rubber stamp to certify to the plans of the man who appointed them—in this case Herbert Hoover."

No man can say that such Corn Belt farmers and farm leaders as Eugene Funk, John G. Brown, Norman H. Gentry, A. Sykes, Isaac Lincoln, Charley Hunt, Prof. Skinner, Prof. Evvard and the other men on that committee are "rubber stamp" men. I wish I had space to quote from the minutes of a few of the meetings of that committee. I think that these would convince even you that these men were far from ready to rubber stamp anything.

Furthermore, these committeemen were

not selected by Mr. Hoover—they were entire strangers to him—but were selected by Secretary Houston of the Department of Agriculture, and appointed jointly by the two.

But even ignoring all this, I may go directly to your criticisms.

What Hog Producers Wanted.

In the fall of 1917 the hog producers of Iowa and elsewhere asked the government to assure higher prices for hogs for the future than were then current in the free market. They asked that the price should be based upon a ratio to corn, and they proposed several formulae.

The Food Administration, as you know, had no authority to give any guarantees, but clearly stated that, based upon their influence over our export buying, they would, for hogs farrowed in the spring of 1918 (marketed October, 1918, to April, 1919), "try to stabilize the price so the farmer can count on getting for each 100 pounds of hogs ready for market, thirteen times the average cost per bushel of the corn fed into the hogs."

That assurance was not one atom more than it states; it is solely your interpretation that it meant No. 2 corn or some other grade at Chicago.

The intent and obvious meaning of "the cost of corn fed into hogs" is what the farmer can get for the corn-crib run of corn fed to hogs by that farmer. Perhaps, if it could have been foreseen that such an interpretation as your own would have been made, it could have been stated more specifically.

What Advisory Committee Recommended.

In further confirmation I may point out that at the September, 1918, meeting of the national Agricultural Advisory Committee, that committee was asked to make recommendations as to the best methods of putting the Administration's promise into effect. I am enclosing a copy of the committee's recommendations at this time and would call your attention to paragraph 3

of this document, which reads as follows:

"(3) It is recommended by the committee that the 'average cost per bushel of corn' for the purpose of determining the price of hogs be considered as the average 'farm value of corn,' or the average selling price of corn at local railroad stations as determined by the Department of Agriculture, and that the general corn figures be arrived at by taking these averages and weighing them according to production over the eight leading hog and corn producing states for a period of five months preceding the month the hogs are marketed, or prior to the month for which directions are given to the packers. The price of hogs should be calculated on the average of packers' droves at Chicago."

Got the Price for Hogs.

The ratio of 13 to 1, within a few cents, was obtained for the fall market as promised—averaging over \$17.50 per 100 pounds.

Furthermore, this would have failed on two occasions but for Mr. Hoover's extraordinary efforts. The first of these occasions was in October, 1918, and the other in December, 1918. Both of these occasions are discussed in detail in my book, but are worth a brief word here.

In October, 1918, soon after the beginning of the fall marketing, something happened. What was it?

Rumors of possible peace negotiations, and the release of a flood of Argentine corn held back by the war, upset the corn market. No. 3 corn at Chicago dropped from an average of \$1.72 per bushel for August, 1918, to \$1.41 for October.

It didn't take a very long-headed farmer to figure what would happen to the price of hogs, if this latter was to be determined on the basis of a five months' average ratio to corn when the price of corn was dropping 15 to 20 cents a month. He did just what you and I would do as individuals. He began rushing to market every hog that was anyways near ready to sell, in an effort to get the price for hogs based on the pre-drop price of corn.

Too Many Hogs Coming.

The trouble at this time was not at all with the British or the other Allies as you state. They were at this time cooperating in every way and clamoring for more pork. But the rate of marketing hogs was beyond the capacity of the packing houses and of the transportation facilities for pork products to seaboard and overseas.

The trouble was overmarketing of hogs by the farmers themselves. And the packers reported that, if these excessive runs continued, they would be unable either to hold the price or to handle the products.

Right here was a demonstration that the whole corn-hog ratio formula could work against the interests of the farmer. As soon as this became evident Mr. Hoover called together the Agricultural Advisory Committee and placed the whole problem before them, seeking a way to prevent the action of this ratio against the farmers' interests.

I have quoted in my book parts of the letter he wrote to the chairman of the committee at that time. If I had thought

(Continued on page 52.)



EVERETT C. BROWN

Past president of the National Live Stock Exchange and member of Agricultural Advisory Sub-Committee.

Teaching the People More About Meat

Many Activities of Institute Help Meat Consumption

Following the complete report of the 21st Annual Convention of the Institute of American Meat Packers, which appeared in the last issue, *THE NATIONAL PROVISIONER*, will publish the annual reports of standing committees of the Institute, which were not read at the convention, but which contain much material of value to the industry.

The first report is that of the Committee on Public Relations, whose activities were many, with telling results, as indicated in the report.

Copies of the entire set of reports, printed in leaflet form by *THE NATIONAL PROVISIONER*, may be obtained by members upon application to the Institute of American Meat Packers, 509 So. Wabash Ave., Chicago, Ill.

Report of Committee on Public Relations

By G. F. Swift, Chairman.

Enumeration in any detailed way of the activities of the Department of Public Relations and Trade, which functions under the direct guidance of the Committee on Public Relations, would require more space than is available here and more words than busy men have time to read. In consequence, only some of the leading activities will be mentioned, and they will be summarized in the briefest possible way, as follows:

1. During the year, more than 50 statements containing news about meat and the meat industry were issued to newspapers and press associations alone. Of these statements, about half were telegraphed or mailed by one or more of the large press associations to newspapers whose total reading circulation approximates 25,000,000 daily. In addition, a large number of statements were issued to agricultural and market publications and to meat trade and other trade publications.

Leaflets on Meat Cuts.

2. More than 500,000 copies of six multicolor leaflets featuring various meat cuts and emphasizing the food value of meat were prepared and sold at cost to member companies, at a savings to those companies in excess of \$25,000.

3. Fifty-thousand 3-color placards featuring the food value, economy, and palatability of red hots were prepared and issued at cost to Institute members at prices which saved the companies more than \$10,000.

4. The general plan for the co-operative meat exhibit at the Sesqui-Centennial Exposition at Philadelphia was developed, and two new animated exhibits, featuring the food value and healthfulness of meat, were designed and built.

5. A large number of letters were written to newspapers, advertisers, and individuals to correct misstatements about meat and the meat industry.

6. Through the issuance monthly of the "Meat and Live Stock Digest," leading producers and leaders of other groups have been kept posted on economic de-

velopments in the meat packing industry and on improved methods of production.

Advertising for Retailers.

7. A complete advertising campaign for retail meat dealers, consisting of 33 pieces of copy ranging in size from three-fourths of a page to one-fifth of a page, was prepared at the request of the National Live Stock and Meat Board, together with reading material, form letters, etc. The advertisements featured specific cuts of meat—those which ordinarily are "slow-sellers"—and also emphasized the food value and wholesomeness of meat.

This campaign has been sold by the Board to newspapers in some 70 cities. The newspapers sell space for the campaign to individual dealers or groups of dealers.

8. In addition to the campaign just mentioned, a special advertising campaign on beef was prepared for use by the National Live Stock and Meat Board. This consisted of six pieces of copy, with accompanying reading material and form letters for interesting newspapers in selling the campaign to retail dealers. Two news statements on beef also were supplied to the Board.

This material was prepared as a means of encouraging beef consumption in response to a request from the Kansas Live Stock Association that the Institute and the Board co-operate in the development of material that would tend to stimulate the demand for good beef and improving the market for good cattle which had been selling during preceding weeks at relatively low levels, owing to their abundance.

Boosting Lamb Consumption.

9. Material calculated to increase the use of lamb was prepared, for use by the National Live Stock and Meat Board, in response to a request from Western sheep feeders.

10. A number of special articles on meat and the meat industry, for use in various publications, were prepared, including a series on food values, with special reference to the food value of meat, for hotel and restaurant publications.

11. A special article of some 6,000 words, telling the story of meat, was prepared for the Human Interest Library. It will be published as one chapter of a book in this library and will receive

circulation among thousands of children.

12. Copy on the merits of meat was prepared for use in the form of page display advertisements by a magazine which reaches 55,000 retailers of meat. Readers of the magazine are urged to tear the pages out and post them in their shop windows or on their shop walls as a means of improving the consumer's opinion of meat as a food.

13. Material on the superiorities of lard, to serve as talking points for packers' salesmen, has been prepared and soon will be distributed to the membership.

14. Charts of beef and pork cuts, to be printed attractively in four colors, have been offered to the membership at cost.

Work Has Wide Scope.

These activities are typical of the public relations work that is being carried on by the Institute. They will indicate, to some degree, the scope of the work, and also will serve to show the close relationship between the public relations activities and the demand and market for meat.

We believe that, as a result of the public relations work, the meat industry and its product are held in higher esteem today by the public than ever before and are better understood. But we also feel that, unless we continue to keep the public fully informed, there again will be misunderstanding, and suspicion will arise anew. To hold our present position as an industry and to accomplish further progress, we must constantly keep before the public the facts about the industry and about the food value, healthfulness, and economy of its product.

The good will of the public is virtually a prerequisite to the success of any present-day business. If all consumers, or any substantial group of them, come to feel that a product is too high for their pocketbook, harmful to their health, or that an unduly large profit is made in its handling, or even that the workmen who process it are underpaid or unfairly treated, the consumption of that product soon will decline and the industry which markets it will suffer in consequence.

Most Impressions Come from Reading.

Most people gather their impressions from what they hear, read, experience, or see. The individual's capacity to see, hear, and experience things ordinarily is relatively limited, as compared with his capacity to gather information by reading. It naturally follows that the average person gains most of his impressions from the reading of newspapers and periodicals. Naturally, what the papers say carries a vast influence.

The press, as a matter of fact, has a tremendous responsibility. By the publication of a single news item of only a few words it can blast reputations and wreck good will, or seriously affect the profits of great industries.

On the other hand, the facts which the press publishes may dissipate suspicion, create a favorable public opinion, or stimulate a demand that will increase profits.

That is exactly what might result from publication of a brief dispatch from Baltimore to the effect that Dr. E. V. McCollum, noted scientist, has discovered a mysterious, life-giving principle in beans.

It is obvious that the press has a tremendous responsibility in reporting facts—and it is discharging that responsibility creditably.

No one can deny, of course, that some newspapers of today violate fundamental principles of ethics and of journalism, but the great majority of newspapers are clean, accurate, and ethical.

Sometimes Careless With Facts.

Some reporters, too, are inclined to be careless with their facts and to think only of the story and of the good that will



G. F. SWIFT
(Swift & Company, Chicago)
Chairman, Committee on Public Relations.

come out of it, frequently overlooking the harm that may follow its publication. The average reporter, however, and he is greatly in the majority, is capable, conscientious, and careful. Men of any other type soon find their way out of journalism, for its demands are exacting and its standards high.

If one were to find fault with the press, it would be only in connection with the practice, indulged in by some newspapers that, although few in number, still are far to numerous, of permitting unqualified persons to speak with authority on technical subjects.

For example, too many poorly-informed persons are giving advice on diet, in the columns of some newspapers today, that is erroneous and may be harmful to health. Although only a relatively few scientists in this country are qualified to speak as authorities on nutrition, we see, not in many publications, but far too frequently, interviews with octogenarians who, although they know nothing of dietetics, attribute their longevity to this or that article of diet, and we see chorus girls who attribute their good looks to eating sparingly of certain foods giving hints on nutrition.

At times even men who have attained success through expert knowledge of how to conduct a certain business connect their diet with their success and attempt to give advice on matters of nutrition, oblivious of the facts that their own experience does not qualify them as experts on dietetics and that their success may have been attained in spite of, and not because of, the dietary practices they followed.

Advice by "Food Faddists."

Faddists sometimes are permitted to give their unscientific advice, and other unqualified persons to act in the capacity of experts. Anybody, it seems, especially if he is expert or successful in some other line, is qualified to advise on diet.

The same is true, to some degree, in other fields in which experts, scientific knowledge is a prerequisite to the giving of sound advice.

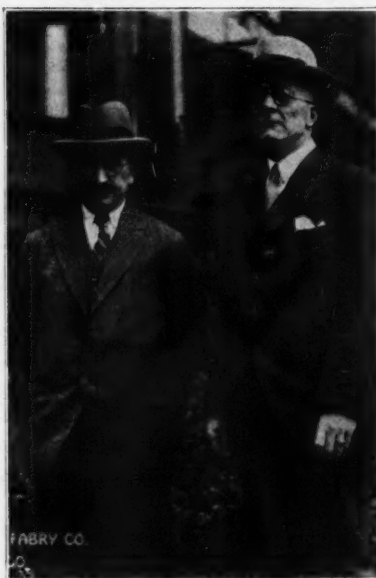
The responsibilities of the press are so great that it can not afford to permit unqualified or incompetent persons to speak with authority on technical subjects of which they actually know but little. It should not be hard to find the real experts and to obtain accurate and reliable information, and it is gratifying that most of our newspapers are turning to such sources for aid and advice.

G. F. Swift, Chairman

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Echoes of the Convention



THE LONG AND SHORT OF IT

A. Rabinowitz, of the Standard Provision Co., and A. H. Olton, of Wm. Moland's Sons, Philadelphia, two provision experts taking in the Packers' Convention.



GREETING THE YOUNG BLOOD

Hiram Bickett, provision expert and general manager Wilson & Co., Kansas City, extending a convention welcome to Harry Williams, his successor in the provision department at Chicago.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

MIXED SHIPMENT RULING.

A new rule on mixed carloads of livestock was announced this week by the Western trunk line railroads, effective on mixed cars containing calves, hogs and sheep, and applying from the states of Wisconsin, Minnesota, North Dakota, South Dakota, Iowa, Missouri or Kansas.

The new rules will benefit the shipper to the Chicago market in that on a car containing calves and hogs the freight charges will be assessed on the basis of a minimum weight of 17,000 pounds at the hog rate, whereas freight charges were formerly subject to a minimum charge of the cattle minimum weight (22,000 pounds) at the cattle rate.

On a car containing calves and sheep (where there are less than 10 calves, under six months of age, in the car) freight charges will be assessed on the basis of a minimum of 12,000 pounds at the sheep rate. This is a reduction of 5,000 pounds from the old minimum weight.

On a car containing calves and sheep (where there are more than 10 calves in the car) freight charges will be assessed on the basis of a minimum weight of 17,000 pounds at the sheep rate whereas the charges formerly were subject to a minimum charge of the cattle minimum weight (22,000 pounds) at the cattle rate.

On a car containing calves, hogs and sheep freight charges will be assessed on the basis of a 17,000 pounds minimum weight at the sheep rate, whereas formerly the minimum weight was the cattle minimum weight (22,000 pounds) at the sheep rate.

There is no change in the charges to be assessed on mixed cars of hogs and sheep, nor on mixed cars where cattle are included in the mixture.

COURSE IN REFRIGERATION.

A complete course in mechanical refrigeration is being given by the Georgia School of Technology this year as a part of its night school curriculum. This course has been added it is said, "to meet the increasing need for more knowledge of food preservation and cold air uses."

The course will be conducted by C. T. Baker, one of the country's well-known refrigeration engineers and a recognized authority on the subject. The aim of the course will be to furnish, through evening classes, practical instruction in mechanical refrigeration and ice making and to provide knowledge that will be of value to all who desire to advance in this particular field, especially engineers, assistant engineers, firemen and oilers.

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Hogs, Meats and Lard

Some packers claim it makes no dif-
ference how much they pay for hogs,
if they can see the cost in them, or pro-
vided the sales outlet is such that the
product can be sold for cost plus.

That is true. But how many packers
know what they can get for product
when they buy their hogs?

How many buy these hogs so they
will cut out even?

How many think seriously how they
will cut out?

There are bulls and bears on every
hog market. Some believe that the run
of hogs will be very limited and that
sharp competition between buyers will
keep prices at a high point.

Others lean to the bear side. They
believe there are plenty of hogs and
that every packer will get all he wants.
It is probable that packers will get all
they want, but price levels may have a
curtailing influence on their needs.

Product is selling lower than it did
a year ago at this time, and hogs are
higher. An increase of \$1.00 to \$1.50
a hundred is evident on average droves
of hogs at Chicago this year over last,
while a decline of 1c to 4c a pound pre-
vails in many product prices.

It is a level that is badly out of bal-
ance, and cannot be made right by a
few fresh cuts in sufficient demand to
carry their price higher than that of a
year ago.

Lard has been a white elephant for
the packers for a long time, from a
price standpoint. It has moved in most
cases at less than manufacturing costs.
The rest of the hog has had to carry
this burden, which has reduced profits
to an appreciable extent.

The packer is being accused of trying
to work the price of hogs lower. If
he is, there is little evidence of his suc-
cess. Competition for the hogs on prac-
tically every market is so keen that
there has been little reduction in price
of hogs in proper market condition.

Hogs are and have been at a price
level for a long time that is certain to
encourage production. The prospects
are that the pig crops will be constan-
tly increasing in size, whether this in-
crease is rapid or gradual.

The winter packing season may see
no more hogs than were received last
year, but at the close of that season
hog runs may continue in such number
throughout the summer that there will
be little opportunity to absorb stocks ac-
cumulated during the winter months.

It is possible, therefore, that the
packer who is unable to lay in heavy
stocks, particularly if this must be done
at present high prices, is rather fortun-
ate.

The accumulation of any considerable
stocks from \$12 to \$13 hogs means
that the packer has a heavy investment
in his cellar, and one he is not sure of
realizing on. With the prospect of
holding his stocks for awhile, his risk

is much less if he buys his hogs at \$10
or below.

Packer-Producer Problems

Regional agricultural conferences are
planned in different parts of the country for
the purpose of consideration by farmers and
business men of the problems of agriculture.
One of these meetings is scheduled for the
middle of November at Indianapolis. The
problem of agriculture from the viewpoint
of four nearby states will be discussed there.

This conference was called by the Cham-
ber of Commerce of the United States. In
making the call, the national chamber said:

"The object of these regional agriculture
conferences is to bring before the farmers
and other business men of the various
regions the outstanding agricultural prob-
lems and to indicate how all interests could
work for their solution."

Industry and agriculture are closely inter-
woven, but the packing industry and ag-
riculture are coordinate, and what in-
fluences one also directly influences the other.
If the farmer is prosperous the packer is
also on a good basis. But if the farmer is
laboring at a price disadvantage, the packer
is having his ups and downs also.

Leaders in the packing industry have given
a great deal of thought to the solution of the
agricultural problem, in a way that would
not only help agriculture, but help the packer
too. What President Oscar G. Mayer of the
Institute of American Meat Packers sug-
gested in his address to the convention just
held had no tinge of politics in it. It was a
simple, business-like suggestion.

His proposal was one of nation-wide ad-
vertising campaigns to move surplus farm
products. The idea is based on the belief
that there is seldom a glut in all products
of a given kind.

For instance, when there are heavy sup-
plies of beef cattle, there is less pork. When
there is plenty of pork, beef, except in the
fall of the year, is usually not particularly
burdensome. If a beef campaign were car-
ried on at a time of hog shortage it would
not reduce pork consumption but would in-
crease beef consumption.

The success of this plan with livestock
has been demonstrated by small and more
or less localized campaigns to move the meat
from fed lambs at seasons of heavy mar-
ketings. Not infrequently there is a surplus
of heavy lambs that present a real problem.
Publicity given to the availability of this
meat and to proper methods of cooking it
has always helped to make the excess dis-
appear.

So intimately is the packer's problem re-
lated to the producer's that his voice should
be heard in any and all conferences having
to do with agricultural problems.

PRACTICAL POINTS FOR THE TRADE

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Handling Sliced Bacon

Sliced bacon is popular all over the country, but sometimes there are problems in holding it that make it difficult. A Southern packer is having some trouble and writes as follows:

Editor The National Provisioner:

We prepare a nice sliced bacon and are having trouble with it moulding in the boxes.

Please advise us how we can remedy this defect?

To get best results with sliced bacon, care must be exercised from the selection of the product through the cure, the slicing, packing and general sanitation of rooms where sliced bacon is handled.

Sugar in Curing.—Experts in the handling of sliced bacon call attention to the fact that the first place mould can creep into the product is in the curing formula. Sugar used in excess in the curing formula is believed by many to cause the bacon to mould after it is sliced. It is recommended that not more than 1½ lbs. of sugar to each 100 lbs. of green meat be used in the cure of bacon for slicing.

The product should be pulled at strictly cured age, so that the soaking will be limited to washing, as it is important that the bacon should take up no more moisture than necessary.

Have the meat as free as possible from moisture before putting in smoke, by allowing to hang 6 to 8 hours.

As it is necessary for the bacon to be extra firm for slicing, it should be spread in a 20 deg. freezer for 36 hours before slicing, which will give it the necessary firmness.

Cooler Conditions.—It is the natural tendency for the bacon to sweat after coming out of a 20 deg. temperature and going into the cooler to be sliced, so that great care must be exercised in selecting the cooler and handling the bacon. The moisture formed on the bacon must not remain, as it will turn to mould very quickly when it gets in outside temperatures. To overcome this, slice and store the bacon in a perfectly dry cooler at about 45 degs.

Sanitation.—Another important matter in avoiding mould in sliced bacon is to see that it is handled in strictly sanitary surroundings. If the preparation of sliced bacon is to be a regular feature of the trade, it is desirable to handle in a separate room, equipped with the necessary machinery. Such a room should be kept very clean.

The difficulty in many cases where complaint is heard on sliced bacon is that the slicing and packing is often handled in the sausage room, and sometimes even near a sewer outlet, where the product is exposed to the attacks of mould. This product being very susceptible, the mould is afforded unusual facilities to work.

Grades for Slicing.—Some companies that have good results on their sliced bacon make a practice of slicing their very best grade of fancy dry-cured bacon. Others dispose of their second grade,

which does not necessarily have to be a select clear skinned belly for slicing purposes, as the skin should be removed before slicing. These skin cuts make the bacon "second grade" but the quality of the meat is the same.

Either thick or thin bacon may be used for slicing, depending on the requirements of the trade served. If the demand for sliced bacon is good, bellies can be cured especially for this purpose.

A properly-cured, dry product, packed in dry sanitary surroundings, will seldom give trouble from mould.

In addition to following these instructions, use every precaution in regulating stocks, and do not prepare any more packaged bacon than will be disposed of the following day. In other words, do not accumulate stocks of sliced bacon in packages.

Instructions for making fancy dry-cured bacon can be secured by subscribers by sending a 2c stamp, with request, to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Best Use of Cattle Bones

A packer slaughtering 40 head of cattle daily asks if it would pay him to make neatsfoot oil. He says:

Editor The National Provisioner:

Seeing an article in a recent issue of THE NATIONAL PROVISIONER on neatsfoot oil, we are wondering if we are using the bones from our kill to the best advantage, or whether we should save out certain bones for the manufacture of this product.

We kill 40 head of cattle a day, mostly mature animals. Our offal and bones are made into meat scrap after the grease has been removed.

Are we losing money by not making neatsfoot oil? Can any bones, other than shins, be used for this purpose?

Neatsfoot oil is made only of the round and flat shin bones and knuckles. The yield is approximately ½ lb. per head of cattle, so that this inquirer's production would be only 20 lbs. per day. The bones

must be used fresh, so that it is not feasible to collect them for any length of time.

The cost of installation of machinery for the manufacture of this product would not be large. The equipment necessary is a kettle for cooking the bones and another pressure kettle or open kettle with steam coils for use in driving the moisture out of the oil after it has been skimmed from the cooking kettle.

It is probable that the present method of disposing of bones from a kill of this size is more profitable than to attempt to recover the neatsfoot oil. The labor and handling would be considerable for such a small output.

Color of Inedible Grease

A Southern renderer wants to know how to improve the color of his inedible grease. He says:

Editor The National Provisioner:

The writer has charge of the rendering of offal in a packing plant killing both cattle and hogs. We have been having trouble with the quality of grease produced. The color is pretty dark and there is a rather unpleasant odor to the grease.

Can you help us overcome these difficulties?

It is very difficult to improve the color of grease after it is made. Precautions must be taken with the product going into the tank, if a good color is to be present on the finished grease.

All offal should be washed, either by running it through a fat washer or wash it in the tank by filling with cold water and then drawing off. Be sure that paunches are clean and free of fodder or other content. Also open and wash all black guts, then hash them before going into the tank. The more thoroughly all of this work is done, the lighter colored will be the grease obtained.

The product should be used in as strictly fresh condition as possible. Otherwise dark color and high acid content will result.

Where possible, it is good practice to tank low grade materials separately so that the brown grease will be produced apart from that of the lighter colored greases. Sometimes, however, the quantity of raw product is not available to make this worth while.

Where grease has a bad odor it is due to one of two causes—either the material put into the tank is in very poor condition, or the product is not cooked properly, or in such a way that the gases which accumulate during the process of cooking are retained more or less in the tank.

This bad odor is usually due to the fact that the pet-cock on the top of the tank, which serves as a vent for escaping gases, is either kept closed too much or has not sufficient opening to allow the gases to escape freely.

Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Dry Cured Bacon

There is always a brisk demand for fancy dry-cured bacon. It is a product that is especially well-suited for selling sliced in cartons, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers on sending in the following coupon, together with a 2-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me copy of formula and directions for "Making Fancy Dry Cured Bacon."

Name

Street

City

Enclosed find 2-cent stamp.

How Do You Figure Lard?

How do packers figure their lard prices? A Central Western packer wants to know.

He says: "Publish this letter in THE NATIONAL PROVISIONER and let's have an expression of opinion on how packers figure their lard prices." Here is what he writes:

Editor THE NATIONAL PROVISIONER:

We want you to ask a question in your "Practical Point for the Trade" pages. That is:

How do the various packers figure their lard selling prices?

We have always figured our lard cost from the loose basis, Chicago Board of Trade prices, adding cost of tierces and refining.

We notice, however, that in the past few weeks cash and loose lard are selling on an equal basis, and it appears to us that some packers must be figuring lard on the cash basis, which will lose them the cost of the package.

Give us your opinion, packers, as to how you figure your lard price, and why.

Blood Tongue Sausage

Another popular sausage specialty to attract trade is a good blood tongue sausage. It can be displayed in the "ready-to-serve case" or in the glass counter to add to the offerings made the consumer.

A manufacturer of cooked meats wants to add this to his list. He says:

Editor The National Provisioner:

We make a feature of cooked meats and sausages and have an excellent outlet for these products in the trade. We want to add blood tongue sausage.

Can you tell us how to make it?

One popular formula for making blood tongue sausage is as follows:

Meats:

125 lbs. hog snouts
15 lbs. hog skins
10 lbs. back fat

150 lbs. meats
10 lbs. beef blood

Use two or three cured hog tongues to one sausage. Cut part of the back fat into thin layers wide enough so that it can be rolled around the tongue to cover it evenly. Be sure the fat is cut thin.

Use beef bungs for containers. Cut them 10 to 12 in. long.

Cook hog snouts and skins well, then grind through fine plate. Then cut balance of back fat into cubes and mix fat cubes and blood together with the ground snouts and skins.

Add the following seasoning:

9 oz. ground white pepper
1½ oz. ground red pepper
5 oz. marjoram
1½ oz. cloves
3½ lbs. salt
2 lbs. onions

Use enough of the liquor from cooking snouts and skins to thin. Mix well.

Stuff by hand. Place tongues in the casing at the time you fill the bung, putting them lengthwise in the casing, so that when the sausage is cut in two it will show in the center of the slice. This will make a very attractive offering.

Another way to use the tongues is to put them through a head-cheese cutter twice,

so the pieces are not too big. Mix them with the other ingredients in place of the whole tongues.

Cook blood tongue three to four hours, according to size. When cooked, lay the sausages on the table to cool. In one-half hour turn them over. Lay boards on top with some weight on to press.

FROST FROM AMMONIA PIPES.

An appliance for removing frost and ice from ammonia pipes in cold storage rooms has recently been patented by Milton W. Browne, well known in cold storage circles as a consulting engineer and inventor.

"Under present conditions," Mr. Browne says, "there are two ways in which to remove frost and ice from ammonia pipes. First, by hammering and scraping the pipes; and, second, by shutting off the machinery and allowing the temperature to rise until the frost and ice melts."

The device just patented is a hand electrical machine with a revolving conical cylinder upon which is welded curved blades with wire brushes between. The machine is handled something like an electrical drill and is run along the pipes from which it is designed to remove the accumulated frost and ice.

Mr. Browne says the defroster will prove a boon both to the fruit and produce and cold storage industries. He is confident that through its usage there will be no further need of employing the old methods practiced, for one man can do more and better work with this machine in one hour than two men can do in a whole day. At the same time the temperature and conditions of the refrigerated room are not disturbed in any way, this being vital and economical in the operation of a cold storage room.

Temperatures!

Do you watch them
In the hog scalding vat?
" " rendering kettle?
" " lard tank?
" " ham boiling vat?
" " sausage kitchen?
" " smoke house?
" " meat cooler?
" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 2c stamp.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

The New Zanesville Provision Co., Zanesville, Ohio. For bacon, hams, boiled hams, baked hams, bacon and picnics.

GROCE BRAND

Trade Mark: GROCE BRAND. Application serial No. 236,280. Claims use since July 30, 1913.

NOT SUBJECT TO OPPOSITION.

Geo. A. Hormel & Co., Austin, Minn. For veal sweetbreads, lard, cooked pork tongue, sausage in oil, bulk breakfast sausage, wiener style sausage, bologna, frankfurts, link sausage, pork sausage, liver style sausage, Berliner style sausage, Dixie style luncheon loaf, cooked minced



luncheon loaf, etc. Trade Mark: HORMEL GOOD FOOD. Application serial No. 219,021. Claims use since about Mar. 15, 1920.

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

Damage in Driving Livestock.

A transfer company was delivering a carload of calves to a packing company.

Because of a defect in the gate between the truck and the chute leading to the stock yards, a calf about a year old and weighing about 350 pounds was crowded through the gate into the street.

An employee of the transfer company seized it by the head or neck and attempted to throw it to the ground by the trick known as "bull-dogging." The employee lacked strength or skill to throw the calf and it escaped and ran madly up the street. The employee pursued it on foot; other people shouted at it. The calf ran against a man, knocked him down and injured him.

It was held that the transfer company is liable. It was the duty of the transfer company and its employees to prevent the escape of the calf and place it in the stockyards of the packing company. In attempting to do so it should not employ means reasonably calculated to alarm and infuriate the calf and make it dangerous to persons in the street. The jury having found that the transfer company was negligent, the court on appeal should not interfere.—Carson v. Knight, Texas Civil Appeals, May 27, 1926. 284 S. W. Rep. 617.



"From Air—Arc Process"

Sodium Nitrite for Meat Curing

A Remarkable Advance in Science

B. A. I., after exhaustive tests, now permits the use of Sodium Nitrite in curing meats. This company is the largest domestic producer of the commodity. Our material complies with B. A. I. requirements.

Write for our 12 commandments dictating use of NITRITE as against the now old-fashioned double refined nitrate of soda or potash (saltpeter), and instructions as to use.

American Nitrogen Products Company SEATTLE, WN.

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Merchants Chemical Company
1316 S. Canal St., Chicago, Ill.

John D. Lewis
Fox Point, Providence, R. I.
2-4-6 Cliff St., New York City

G. S. Robins & Company
316 So. Commercial St.,
St. Louis, Mo.

Truempy, Faesy & Besthoff, Inc.
75 West St., New York City

Oakite Service Men, cleaning specialists, are located at

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Syracuse
Toledo
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Stocks of Oakite materials are carried in these cities.



Uses Meat Packers' Oakite in Hog Scalding Vat

A WELL KNOWN packing plant, having a high regard for efficiency and low cost in the hog scalding operation, has used Meat Packers' Oakite successfully for over 4 years.

Many plants have used materials such as lye and sodas to assist in the scalding process, but this concern discovered long ago that Meat Packers' Oakite is more efficient, and makes the work of the dehairing machine easier. And hogs are CLEANER!

Another reason why this remarkable detergent has met with favor in many packing plants, is the fact that it can also be used for cleaning cutting tables, meat hooks, ham boilers, and for washing floors and walls.

Let one of our Oakite service men give you all the facts about this safe cleaner. No obligation.

OAKITE

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Industrial Cleaning Materials and Methods
OAKITE IS MANUFACTURED BY OAKITE PRODUCTS, INC.
formerly: OAKLEY CHEMICAL CO. 20A THAMES ST., NEW YORK, N.Y.

TRADE MARK



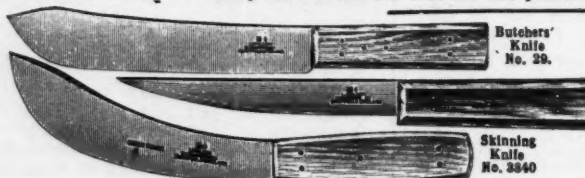
PEPPERCORN
AND DIAMOND
BRAND.

The Peppercorn and Diamond Brand Butchers Cutlery

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

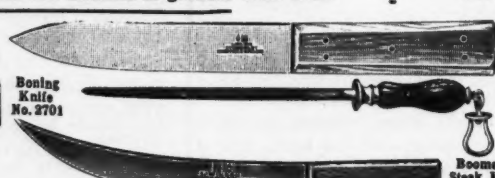
JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 176 years and the demand is greater than ever.



Butchers' Knife No. 29.

Skinning Knife No. 3840



Sticking Knife No. 4358

Steel No. 52.

Boomerang Steak Knife No. 3809.

Established
1750.
THE BEST THEN.
1926
THE BEST NOW.

Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK.
May be obtained from all Storekeepers.

A Page for the Packer Salesman

Post-Dated Checks Wrong Salesman Who Takes Checks Dated Ahead is Weak-Kneed

It is a sure sign that he has no backbone if a packer salesman accepts a check that is dated ahead in payment of an account, says one sales manager.

When he does that, the salesman is simply turning what should be a cash account into a credit account, for a post-dated check ceases to be a check and puts itself into the class of a note. He is also endangering his firm's money by taking that kind of a check.

Read what this sales manager says:

Editor THE NATIONAL PROVISIONER:

Many salesmen have the habit of urging accounts that are inclined to be slow to give post-dated checks in payment of account.

This practice should be discouraged. It is a sign of weakness on the part of the salesman, unless it is the intention to get out of the account. It permits the customer to become careless and is equivalent to giving notes instead of cash in payment for merchandise.

Post-Dated Check Becomes Note.

A check can only be considered as cash when it is dated the day it is written, as after all a check is "an order on a bank or banker for a specified sum of money payable on presentation." If a check is post-dated, it ceases to be a check and puts itself into the class of a note.

A post-dated check prevents a firm from taking summary action in case unfavorable information is had and a firm wishes to get quick action. A check may be dated beyond the period when such action might be taken to prevent a loss. Many salesmen do not seem to understand that a post-dated check gives the customer a renewal of time the same as a note dated ahead for 30 to 60 days, etc.

As a rule packing companies are large borrowers of money. They cannot borrow money, pay interest and then lend it out to a host of accounts who use the money without paying interest. The price charged for packinghouse products does not carry sufficient profit to cover overhead and double interest.

Some Customers Try to "Put It Over."

Some customers want to stretch the weekly terms into three and four weeks, and if they get away with it they will continue to use the funds three or four weeks. And still they will pay some other firm on weekly terms, if it is sufficiently "hard boiled" to enforce weekly collections.

The closer an account is collected to terms, the more merchandise will be sold to that account. Refusal to extend more than weekly terms is often beneficial to the customer himself, as otherwise he is inclined to build up a lot of slow accounts and thereby take losses which would doubtless be avoided if his accounts were collected on weekly terms.

SALES MANAGER.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

TAKE YOUR MEDICINE—

- If you start a slander, be ready to meet it when it returns full grown.
- If your boy follows your example, don't blame him if he gets into trouble.
- If you are breaking the speed limit, don't blame the cop for calling you.
- If you deceive your customers don't blame the help if they deceive you.
- If you tried to put something over, don't blame the editor for not publishing it.
- If you don't belong to a trade association don't blame it if it is not doing much.
- If you are wrong, don't blame the preacher if the sermon sounds personal.

SERVICE IN BUSINESS.

A new technique is coming in the business world—the technique of service.

Many of us have for years been trying to give service to our customers and the public in general, but we have been rather clumsy about it. Very few of us have done it whole-heartedly and well.

Very few of us have really studied what service means in all its details.

We say that it means courtesy and the Golden Rule and giving people what they want in a pleasant way.

So it does; but it means far more than this. It means new ways of pleasing, obliging and attracting the public.

It means more and more of the personal touch and less of cold-blooded routine.

It means originality as well as courtesy; and inventiveness as well as good manners.

It means working out the spirit of friendship and applying it to all the details of buying and selling.

Service is as great a word as astronomy and vastly more important to us because people are of more consequence than stars.

Service is the finest thing in business as well as one of the most profitable.—
"Old Hickory Smoke."

A Word to the Salesman

Don't spoil your tonnage showing, Mr. Salesman, by wasting too much time on collections.

Line up your customers so your check will be waiting for you.

It is your job to educate your dealers. If you have done your part, most of them will do theirs.

Let the "other salesman" waste his time on dealers who are poor pay. Your time is too valuable.

Remember, your employer knows that *the most successful salesman is also the best collector.*

Salesmanship Necessary Needed More Now Than Ever Before, Says Packer Salesman

It takes more real salesmanship nowadays to sell meats successfully than it ever did, says one up-to-date packer salesman.

The reason for this, he says, is the fact that the public itself is buying meats more closely than ever, and the packer salesman must know the difference between cheap meats and quality meats at a low price. He must also study his customer's requirements and know his goods.

He says:

Editor THE NATIONAL PROVISIONER:

The "meat game" as it stands today requires better salesmanship than it did five years ago.

The public is requiring more quality in its meats, and cheaper prices. Consumers are being educated by the retail merchants who are seeing how cheaply they can sell to outdo their competitors.

Must Know Quality.

Therefore a salesman must know the difference between a cheap piece of goods and quality goods. He has to have knowledge enough to explain to his customers the difference in the quality and the cost also.

After a customer is persuaded to try quality goods he will not want any other, as the prices are, as a rule, too close together for the customer to take any chances on the difference in price. After you convince him that you know the meat game and he sees for himself, he will place confidence in you and your judgment.

After all, confidence and just treatment of your customers is the big feature of salesmanship, together with your personality and good common sense.

Study Customer's Needs.

You cannot expect any success as a salesman if you do not study a customer's requirements and know that you are selling just what he needs. You must also convince him that you have just exactly what his customers want: He will buy if he knows that you know your goods.

You have got to be sold on the goods your house is putting out or you will never succeed. The two must come together—your customer and your goods. If these two agree you will have no trouble.

T. W. PADDOCK.

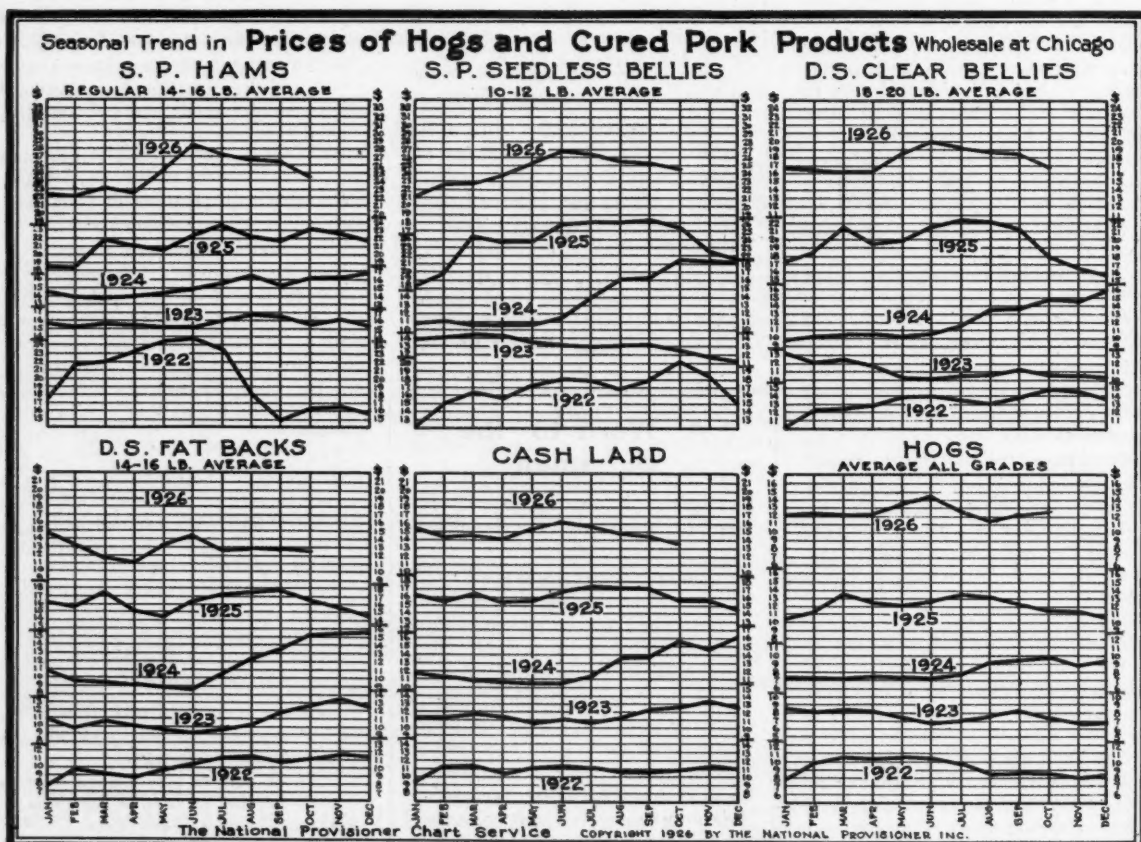
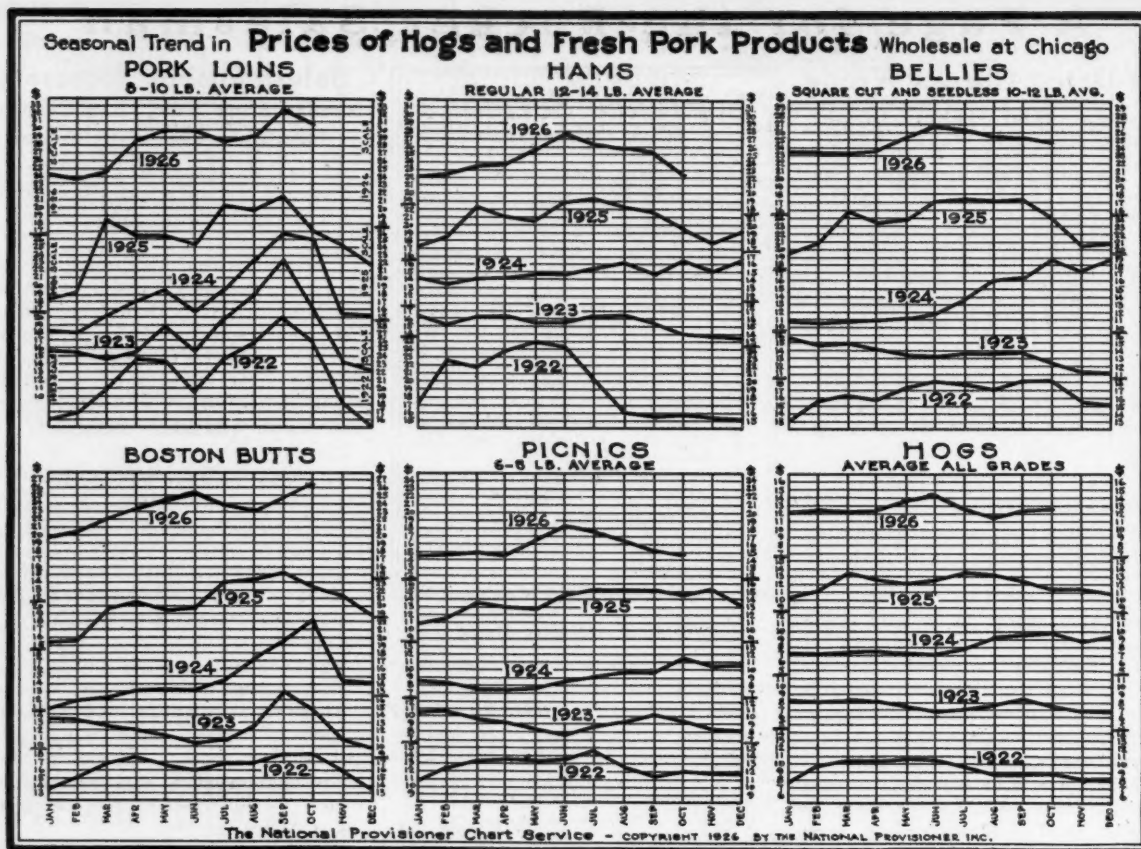
Tulsa, Okla.

KNOW YOUR GOODS.

Here are four good reasons why every packer salesman should know his goods thoroughly:

1. To be able to give a good sales talk.
2. To be able to answer questions.
3. To develop self-confidence.
4. To get fun out of life.

Do you send reprints of this page to your salesmen? Many other packers do.



Comment on these two charts will be found on the opposite page.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Market Barely Steady—Cash Trade Slow—Hogs Fairly Steady—Stocks Continue Decrease—Corn Weakness Continues Factor—Speculative Support Limited.

The market for hog products has backed and filled the past week with a moderate trade, but on the whole the undertone has been barely steady. With continued limited cash trade, the market has been rather easily influenced and for quite a while has been under pressure of speculative liquidation in the nearbys.

Support has come mostly from shorts. And, while hogs were fairly steady, the hog level compared with a week ago is slightly lower, but the average hog price was maintained at a point that continued to make lard futures look rather reasonable.

Market Looks More Stable.

The weakness in grains, particularly corn remained a weight on hog products while the smallness of the outward movement has also been a feature in discouraging support. In a large way trade has been more or less of a professional character, but during the last few days less liquidation has been in evidence and the market took on the appearance of more stable conditions.

With the stocks steadily dwindling in spite of fairly liberal hog arrivals, the point has been raised that all of the cash trade passing has not been coming to light. Undoubtedly the volume of export business has been limited, but domestic trade apparently has been fairly satisfactory although some are inclined to feel that the decreases in the stocks to a large extent represent moving of supplies from points of accumulation to points of distribution.

At any rate the Chicago stock of lard was cut in half the past month, the supply November 1 totaling 23,336,000 lbs. against 46,345,000 lbs. on October 1, and 11,479,000 lbs. on November 1st last year. Compared with a year ago, the supply is still large.

However, should the movement of hogs fall off to any extent a further depletion and possibly a more rapid one would follow and would place the market for lard futures in a much healthier position.

Hog Price Remains High.

The average price of hogs at Chicago last week was \$12.08 compared with \$12.65 the previous week and \$10.75 the same week last year. The average weight of hogs received at Chicago during the week was 18 lbs. lighter than in September and about 1 pound lighter than in October, 1925, with the average weight last week 242 lbs. against 244 lbs. the previous week, and 244 lbs. a year ago.

The ocean freight rate situation showed no particular change with the rates still holding all of the recent advances. This is a factor which undoubtedly is having some influence on export business, as the foreigner is fearful that a settlement of the British coal strike situation will result in some lowering in freight rates at least.

However, steamship brokers continue to express confidence in rates, particularly for November and December, and feel that a quick termination of the strike will bring nothing more than possibly a temporary reaction. With such freight rate conditions, however, it is feared in provision circles that hand-to-mouth buying will continue and that outward movement of

product will remain small, although there is a feeling that the stocks abroad are not large and will have to be replenished from time to time.

Cotton Oil Situation a Factor.

The cotton oil situation with the steady increasing in estimates of the cotton crop remains a factor of no little importance. But cotton oil has held comparatively steady the past week or two, although the weight of the crop is still to be felt.

In the east it has been noticeable that some of those who have been excessively bearish on hog products have changed to the extent that they are not inclined to press the market for further declines, feeling that prices have discounted the situation, temporarily at least, and in these quarters there is more of a disposition to look for buying spots on sharp breaks from time to time.

There has been a noticeable letup in complaints of hog cholera from the west. And while some important losses have undoubtedly occurred, the impression prevails that the total number of hogs involved will not prove of a vital influence to the supply and consequently the reports rather generally continue to be ignored.

PORK.—The market was quiet and steady with mess New York quoted at \$37; family, \$40; and fat backs, \$30@32. At Chicago mess quotable at \$32.

LARD.—Demand was rather quiet for domestic and export and the market was about steady with prime western New York quoted \$13.60@13.70; middle western, \$13.40@13.50; city, 13½@13¾; refined Continent, 14½; South American, 15¾c; and Brazil kegs 16¾c. At New York compound quoted at 11c.

At Chicago regular lard in round lots quoted at 5c over November; loose lard at November price and leaf lard at 70c over November.

BEEF.—The market was inactive but prices were steady with mess quoted at \$18@20; packet, \$18@20; family, \$20@22; extra India mess, \$33@34; No. 1 canned corn beef, \$3; No. 2, \$8.25; 6 lbs., \$18.50 and pickled tongues \$55@60. nominal.

SEE PAGE 45 FOR LATER MARKETS.

Pork Product Markets

The charts on the opposite page are a part of THE NATIONAL PROVISIONER MARKET SERVICE series, and show price trends of fresh and cured pork products and live hogs at Chicago for the first 10 months of 1926. Comparisons with the four years previous are made.

The price trends of all major fresh and cured pork products were downward during October. Some products began this downward trend one, two and even three months ago. Hog prices show an upward trend for the past two months, following a decline from the June peak.

Fresh Pork Products.

Pork Loins.—The market for this product had reached a very high point in September, so high that it competed with the better cuts of beef, to the extent of attracting widespread consumer attention to the latter at the expense of the former. Buying at the advanced price was not sufficient to maintain prices. In spite of the fact

that cooler weather was at hand and fewer hogs were available during October, loin prices had passed the economic point and failed to hold. The market has been active enough at lower price levels to keep the supply of fresh loins well absorbed and at the same time reduce the stocks of frozen loins to a very low working point.

Hams.—The price decline on green hams continued during October, the lighter averages showing the result of increased supply due to the increased runs of light hogs. Export demand was slow and domestic none too sharp. Heavy hams have been in lighter supply, sufficient to meet the requirements which was only fair.

Bellies.—Green bellies have slowly declined from the high point reached in May, the October decline being attributable in large measure to the large receipts of light hogs. This made green bellies easy to buy.

Boston Butts.—This product saw some fluctuation during the month, at first following the decline in fresh pork loins. Later revival raised the October average price of this product to the highest point of the year.

Picnics.—There has been a downward trend in the price of green picnics, but the put-down has been very light. Surplus stocks of medium and heavy averages have been disposed of to excellent advantage. The latter end of the month found an unsatisfied demand for the heavy averages. Many of the light weights went into cure.

Cured Meats.

S. P. Hams.—Owing to the lateness of the season, the smoked meat trade showed a slight decline. Prices dropped rapidly, attributable to the liberal runs of light hogs more than to the accumulation of stocks. Heavy S. P. hams also showed considerable price decline. Stocks are not burdensome, but sellers appeared to be anxious to unload their holdings, which resulted in a break in the Eastern market and a wide discount in selling prices between the medium and heavy averages. The export outlet was poor.

S. P. Bellies.—This product followed the trend of other S. P. meats and worked to correspondingly lower prices.

D. S. Bellies.—Extreme weakness characterized this product during the month. The option market appeared to be a weak spot in the situation. Trading in this product which developed later in the month resulted in an increase in price, but the month's

The most economical salt to use

PACKERS tell us that Diamond Crystal, "The Salt that's *all* Salt," is the most economical salt they can use.

Diamond Crystal comes in flakes which dissolve quickly, insuring even and thorough penetration of the meat. Again, these dry, loose flakes do not harden in the barrel. And Diamond Crystal is so pure and mild that you will always produce a high grade product that will build good-will with your trade.

We should like to prove these facts, to prove that it will pay you to use Diamond Crystal Salt—by a practical demonstration at your plant.

Diamond Crystal Salt Co.

St. Clair, Michigan

Since 1887, makers of

"The Salt that's all Salt."

Diamond Crystal Salt

average showed a considerable decline.

D. S. Fat Backs.—Fat backs have held relatively steady, probably due to the fact that they were already so low in price. Large producers sold quite freely for export shipment at low levels and were later forced to buy to take care of current needs.

Lard and Hogs.

Lard.—This has been a highly unsatisfactory product from a price standpoint throughout the year. Both foreign and domestic demand have been disappointing. The product looks very cheap compared with the price of live hogs. Should the winter run of hogs average light in weight, this would go a long way toward relieving the lard situation.

Hogs.—Contrary to the trend of prices of green and cured pork products, hog prices during October continued the upward trend begun a month before. Throughout the year they have remained at a high price level. Supply has been more or less limited and sharp buying competition has forced a high priced hog on the packer's hands to dispose of as profitably as he could. The weakness in lard throughout the year, and more recently in product prices, calls for a hog price more in keeping with finished product prices.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, November 5, 1926.

General provision market continues quiet, but shows signs of improvement. Demand for A. C. hams rather slow for prompt shipment; fairly good inquiries for future, January to May. Square shoulders and clear bellies show considerable improvement. Demand for short clear backs fairly good. Lard trade continues slow.

Today's prices are as follows: Shoulders, square, 93s; picnics, 80s; hams, long cut, 147s; American cut, 126s; bacon, Cumberland cut, 106s; short backs, 112s; bellies clear, 115s; Canadian, 104s; spot lard, 68s.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

Good Seasonings Guarantee Good Sausage Our Seasonings ARE Good



The Man You Know.

Makers of the GENUINE H. J. MAYER Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), and Rouladen "Delicatessen" Seasonings, and SPECIAL NEVERFAIL CURING COMPOUND.

All of our Products are guaranteed to comply with the B. A. I. regulations. Prices and other information gladly furnished.

H. J. MAYER & SONS CO.

6821-23 S. Ashland Ave.

CHICAGO, ILL.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A continued weak position was the outstanding feature the past week in tallow, prices going into new low ground for the move and meeting a very limited demand. New York extra sold at 7½¢ f.o.b., and was barely steady at that level.

Consumers continue to look upon the situation as a buyers' market and therefore were interested only at concessions. Producers, after pressing the market for a time, were inclined to hold, feeling that the downturn was being overdone.

At New York extra was quoted at 7½¢ f.o.b.; special quoted at 7½¢ and edible at 8½¢.

At Chicago trading in tallow was dull and the market barely steady with edible quoted at 8¼¢@8½¢; fancy, 8¢@8¼¢; prime packer, 8¢; No. 1 tallow, 7¼¢; No. 2, 6¼¢. At the London auction on Wednesday, November 3, some 1,401 casks were offered of which 219 casks sold, with mutton quoted at 42s 6d@43s 6d; beef at 42s@45s and mixed at 40s@41s 6d. At Liverpool Australian tallow was unchanged for the week with fine quoted at 43s 3d and good mixed at 41s 9d.

STEARINE—The market has been rather inactive and the position barely steady owing to continued dullness in compound trade with oleo New York quoted at 10½¢ asked.

At Chicago stearine was also quiet and barely steady at 10½¢.

OLEO OIL—The market was very dull both domestic and export with extra New York quoted at 11½¢; medium at 10¼¢; and lower grades at 9¼¢ nominal.

At Chicago extra quoted at 10¼¢.

SEE PAGE 45 FOR LATER MARKETS.

LARD OIL—The market was very steady with a fair demand, with edible New York quoted at 16½¢; extra winter, at 13¼¢; extra, 12¢; extra No. 1, 11¼¢; No. 1, 11¢; and No. 2, 10¾¢.

NEATSFOOT OIL—Consuming demand was small but the market was steady with pure New York quoted at 15¼¢; extra, 11¼¢; No. 1, 11¢ and cold test, 18¼¢.

GREASES—Inactivity generally featured the market for greases with consuming interest quiet and the market continued heavy with the weakness in tallow and coconut oil and a disposition to take hold only for immediate requirements. Offerings were liberal, but sentiment in the main appeared to be against the market.

At New York yellow and choice house quoted at 6¼¢; A white 7¢; B white, 6¼¢; and choice white, 9¼¢@10¢.

At Chicago trade in greases was dull with choice white holding fairly steady and last direct trade reported at 10½¢ c.a.f. New York. At Chicago brown quoted at 6¢@6¼¢; yellow, 6½¢@6¾¢; B white, 7½¢; A white, 8½¢; and choice white all hog at 9¼¢.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Nov. 1 to Nov. 4, 25,642,733 lbs.; tallow, none; greases, 4,710,400 lbs.; stearine, none.

Packinghouse By-Products

Chicago, Nov. 4, 1926.

Blood.

By reason of greatly increased demand, prices advanced around 25¢ per unit over the recent low time, the steam dried meeting with best favor.

	Unit ammonia.
Ground	\$4.35@4.50
Crushed and unground	4.15@4.25

Digester Hog Tankage Materials.

The market rested on about the highest level of the year thus far, and the outlet was broad at that. As a result resale lots were taken about as fast as offered, the bulk of trading being in unground 11% to 12% at \$5.00@5.15, with a few fancy special productions at \$5.25@5.35.

	Unit ammonia.
Ground, 6 to 12% ammonia	\$5.00@5.50
Unground, 11 to 13% ammonia	5.10@5.25
Unground, 6 to 10% ammonia	4.50@5.00
Liquid stick, 8 to 12% ammonia	3.50@3.75

Fertilizer Materials.

Although the following quotations are about as low as any time of the year thus far, the outlet was the narrowest during that period. Fortunately for the sellers, the bulk of tankage productions have been so improved that they are finding outlets through feeding channels.

	Unit ammonia.
High grade, ground, 10-11% ammonia	\$3.10@3.25
Lower grade, ground, 6-9% ammonia	2.90@3.00
Medium to high grade, unground	2.70@2.80
Lower grade and renderers, unground	2.50@2.60
Bone tankage, unground	2.75@3.00
Hoof meal	2.75@3.00
Grinding hooft per ton	36.00@38.00

Bone Meals.

Buyers are marking time and sellers did not show apparent anxiety, although they are prepared to accept lower bids than they would entertain some weeks ago.

	Per Ton.
Raw Bone meal	\$32.00@46.00
Steam, ground	27.00@36.00
Steam, unground	25.00@30.00

Cracklings.

The sharp price advances for tankage materials reacted favorably on cracklings, and as a result prices advanced \$1.00@2.00 per ton.

	Per Ton.
Pork, according to grease and quality	\$75.00@85.00
Beef, according to grease and quality	50.00@70.00

Horns, Bones and Hoofs.

So far as buyers are concerned, prices are even lower than the quotations found below. On the other hand, sellers are not inclined to make concessions.

	Per Ton.
Horns	\$75.00@200.00
Round shin bones	45.00@48.00
Flat shin bones	42.00@45.00
Thigh, blade and buttock bones	40.00@45.00
Hoofs	35.00@38.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatin and Glue Stocks.

All price changes tended upward, glue stock materials being favored most.

	Per Ton.
Kip and calf stock	\$30.00@35.50
Rejected manufacturing bones	40.00@42.00
Horn pithe	36.00@37.00
Cattle jaws, skulls and knuckles	37.00@38.00
Sinews, plazies and hide trimmings	24.00@25.00

Animal Hair.

Sellers of processed grey have advanced their views to 10½¢ for the winter and 7½¢ for the summer, while buyers have ideas of 1¢ under those figures. As a result, trading was at a standstill. Crude

summer was wanted at 3¢ delivered and the better grades of winter at 5¢ to 5¼¢.

	Per Pound.
Coll and field dried	3 @ 5¼
Processed grey	8 @ 10
Black dyed	8 @ 11
Cattle switches, each	3½ @ 5¼

Pig Skins.

No. 1 grades advanced around 1¢ per pound over recent quotations, with gelatin grades up around ½¢.

	Per Pound.
Tanner grades	7 @ 8
Edible grades, unassorted	4½ @ 5

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 3.—Heavy sales of South American ground dried blood were made for November-December shipment to Europe. The market is well cleaned up and one seller is holding today for December shipment at \$3.90 c.i.f. U. S. ports. Freight space is scarce for November-December sailings.

Trading is light in all fertilizer materials at present, buyers have enough material (generally speaking) for early mixing and prefer to wait before contracting for later requirements.

New potash prices for November-December shipment were announced and are somewhat higher. Muriate of potash being advanced \$1.10 per ton; sulphate of potash \$1.00 per ton.

Local offerings of tankage and blood are limited with no change in price, but the tendency is downward.

Domestic unground dried fish scrap advanced 5¢ per unit because of limited quantity unsold.

EUROPEAN PROVISION CABLES.

The market for provisions at Hamburg is weak, says E. C. Squire, American Trade Commissioner, Hamburg, Germany, in his weekly European provision cable summary to the U. S. Department of Commerce. Lard receipts for the week were small, amounting to 1,000 metric tons, as compared with 1,700 and 2,200 for the two weeks just passed.

The number of hogs arriving at the 20 most important markets of Germany was 73,000 at a top price of 17.52 cents per pound,

Hot Water Control

Water too hot—or water not hot enough—causes loss of value, in meat, loss of time of workmen, loss of steam used for heating.

Avoid all these losses, as well as others caused by the same conditions—by using Powers automatic heat regulators. They are Accurate, Dependable, and Durable. There is one for every place where hot or warm water is used, and we'll send one for a free test, if you will state the place where you will use it.

Write us for details of this free test offer—no obligation.

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36 Years of Specialization in Temperature Control
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Also New York, Boston, Toronto, and 31 other offices. See Your Telephone Directory. (3245)

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

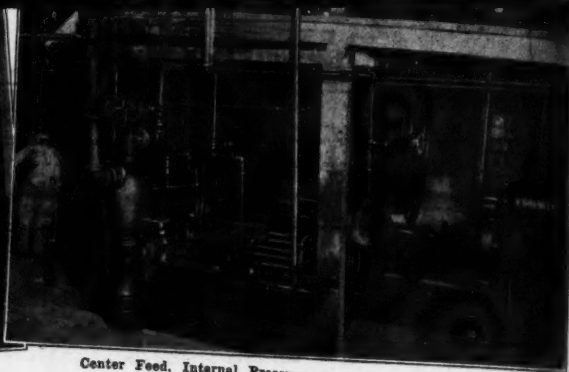
Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed

"If it's for the Packing"



A Mechanical Center Feed, Internal Pressure, Vacuum Type Melter at the Conway Tallow Company Plant, Cincinnati, O.



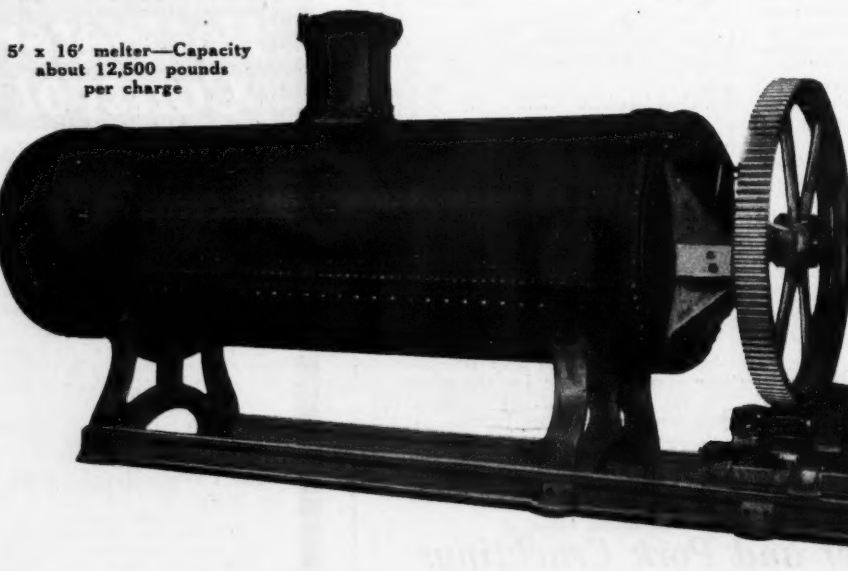
Center Feed, Internal Pressure, Vacuum Type Melter at the Reliable Packing Company Plant, Chicago.

Made in seven different sizes to suit any plant operating conditions or capacity desired.

Ask for
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They are
MECHANICAL
Improved Center-Feed
Vacuum Type
The Mechanical Melters
Union Stock Yards, Chicago

MECHANICAL



5' x 16' melter—Capacity about 12,500 pounds per charge

Eastern Territory:
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"IF IT'S FOR
THE PACKING ME-
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Internal Pressure, Center Feed, Vacuum Type Melter at the John T. La Forge & Sons plant at Rockford, Illinois.

Dry Straight Melter at the John Wachtel plant at Indianapolis.

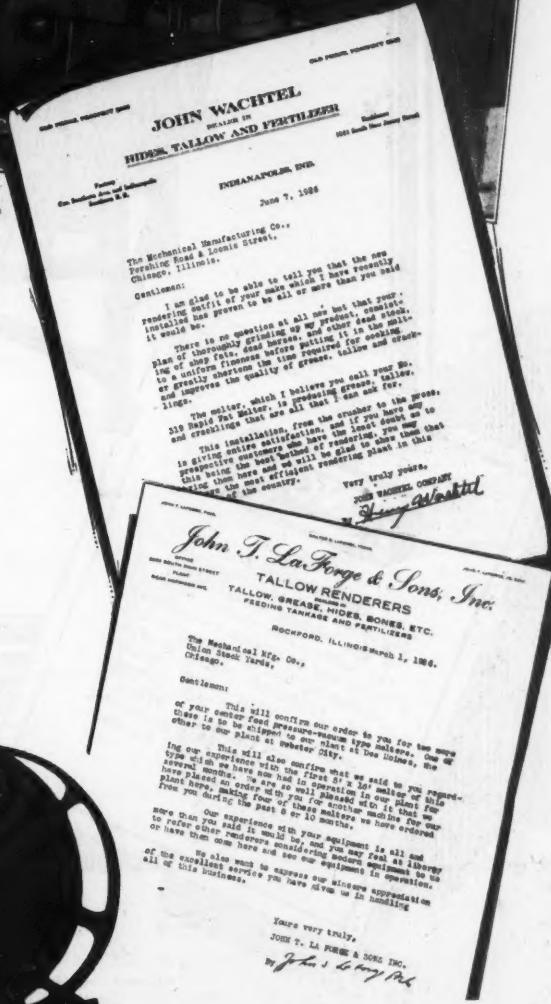
They a
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Feed Internal Pressure
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Manufacturing Co.
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IF IT'S FOR
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5' x 9' Melter—Capacity about
7,000 pounds per charge



This machine is remarkable for its flexible range of operation. It will clean any size hog. The operation is simple, requiring little H. P. and the floor space utilized is very small. The simplicity of operation eliminates all noise and vibration. It can be arranged for either belt or motor drive.

Improved Economy Hog Dehairing Machine

The Economy Hog Dehairing Machine (illustrated above) is the latest development in hog dehairing equipment.

It is made in two sizes, which have capacities as follows:

Size No. 551—Capacity 60 to 75 hogs per hour

Size No. 552—Capacity 150 to 175 hogs per hour

Practical operation has proved that the new features of this machine have earned for it the name of "Economy." It is without question the best and most economical machine ever produced.

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, Chicago, Ill.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.



HEADQUARTERS FOR EVERYTHING IN PACKINGHOUSE MACHINERY

November 6, 1926.




GEORGE KERN
 INCORPORATED

PACKERS
 New York City
 U. S. A.

PLANT AND OFFICES
 ELEVENTH AVE. 60TH TO 4TH STREET

October 19, 1926.

Allbright-Nell Company
 5323 Southwestern Blvd.
 Chicago, Ill.

Gentlemen:-

Enclosed you will find our order for two additional "large size" Laabs Cookers.

We are very glad to place with you this additional order as we find our present installation meeting all our requirements and find no difficulty in marketing the entire output of both the Edible and Inedible Departments.

We are using practically the same materials as we did in charging our former steam rendering tanks and believe we have as uniform a product, and at the same time have eliminated all offensive and disagreeable odors.

The installation in our Inedible Department has met with all city regulations and has enabled us to realize more income from our offal.

The installations in both departments have been in use over four months during which time they have been subjected to very severe tests. Beyond doubt these installations have enabled us to reach a standard of efficiency heretofore unattainable, and helped us to realize our ambition of having one of the most modern and sanitary plants in the United States.

Yours very truly,

GEORGE KERN INC.

Per *George Kern*
 George Kern, Pres.

K/T




GEORGE KERN
 INCORPORATED
**IS COMPLETELY
 EQUIPPED WITH
 LAABS COOKERS**

George Kern, Inc. of New York City have one of the most modern, up-to-date packing plants in the country. In the selection of their equipment they have been most careful, and after thorough investigation they have adopted the Laabs Process.

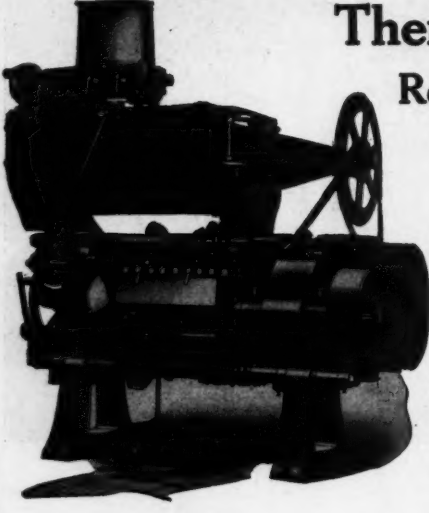
In both the Edible and Inedible Departments they are exclusively using the Laabs Process with great success and are very decided in their praise of this equipment.

What more can be said than that this plant has completely adopted the Laabs equipment.

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There's Money in Repressed Cracklings when made by an **ANDERSON** Crackling Expeller

Because Anderson made cracklings contain more protein and less grease, you can make a good profit by using an Anderson Expeller to extract grease from repressed cracklings.

Write for complete information and let us tell you how Anderson Expellers will make profits for you.

The V. D. Anderson Co.

1935 W. 96th St., Cleveland Ohio

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60 to 900 Tons

At the top in Quality
At the Bottom in Price
Ask us about them

Bunning & Boschert Press Co., Inc.
302 West Water St. Syracuse N.Y., U. S. A.
Established 1872



compared with 68,000 at 21.41 cents per pound last year.

The Rotterdam market remains quiet.

The Liverpool market shows a slight improvement, reported as from steady to firm.

There were 17,000 pigs bought dressed and alive in Ireland for bacon curing, as compared with 18,000 last year.

The estimated Danish slaughter of hogs for the week ended October 29, 1926, amounted to 65,000.

Hamburg.			
STOCKS. DEMAND.		PRICES.	
		Cents per lb.	
Refined lard	Med. Poor	@ 15.65	*
Fat backs	Lt. Poor	*	*
Frozen livers	Lt. Avg.	@ 8.36	*
Extra oleo stock	Lt. Poor	@ 11.80	*
Extra oleo oil	Med. Poor	12.02@11.80	*
Rotterdam.			
Ex. Neutral lard	None		
Extra oleo oil	Med. Poor	11.83@11.65	*
Prime oleo oil	Hvy. Poor	11.10@10.92	*
Extra oleo stock	Med. Poor	@ 11.47	*
Fat backs	Med. Poor	*	*
Refined lard	Lt. Poor	@ 15.47	*
Extra premier jus	Hvy. Poor	@ 9.65	*

The Blanton Company

St. Louis, U. S. A.

YOUR BROKER

Is Our Selling Agent—Give him your inquiries on

White Butter Oil Peanut Oil Cooking Oils

Salad Oil Vegetable Shortening Margarine

Carloads—Less Carloads Yopp's Code, Eighth Edition

Antwerp.			
Refined lard	Lt. Poor	15.65@16.33	*
Picnics	Lt. Poor	*	*
Fat backs	Lt. Poor	*	*
Liverpool.			
Hams, AC, light	Med. Avg.	27.34@27.78	*
Hams, AC, heavy	Med. Avg.	26.81@27.34	*
Hams, long cut	Lt. Good	30.81@31.68	*
Picnics	Med. Avg.	15.02@17.79	*
Square shoulders	Med. Avg.	18.23@18.96	*
Cumberland, light	Med. Good	23.44@23.87	*
Cumberland, heavy	Med. Good	23.44@23.87	*
American Wiltshire	Med. Good	21.27@22.13	*
Clear bellies	Med. Good	24.30@25.17	*
Ref. lard in boxes	Hvy. Poor	@ 14.97	*

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Oct. 30, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef		162
Canada—Lamb carcasses		503
Canada—Smoked meat		17,880 lbs.
Canada—Pork loins		29,565 lbs.
Canada—Pork tenderloins		1,450 lbs.
Canada—Pork cuts		123,774 lbs.
Canada—Pork butts		26,049 lbs.
Canada—Spare ribs		3,428 lbs.
Canada—Beef brains		580 lbs.
Canada—Ox tongues		7,870 lbs.
Germany—Sausage		336 lbs.
Germany—Smoked pork		143 lbs.
Germany—Sausage in tins		22,063 lbs.
Germany—Cooked ham in tins		1,570 lbs.
Denmark—Cooked ham in tins		448 lbs.
Holland—Sausage in tins		8,205 lbs.
Holland—Cooked ham in tins		135 lbs.
Holland—Loose sausage		825 lbs.
Holland—Smoked pork		1,978 lbs.
Uruguay—Dried beef		4,180 lbs.
Uruguay—Meat extract in jars		42,900 lbs.
Paraguay—Dried beef		4,100 lbs.
Italy—Smoked ham		5,350 lbs.
Norway—Meat balls in tins		5,862 lbs.
Ireland—Smoked pork		2,238 lbs.
Argentina—Corned beef in tins		429,040 lbs.
Argentina—Beef cuts		200 lbs.
France—Smoked ham		527 lbs.

ARKANSAS OIL MILLS MEET.

A called meeting of all cottonseed oil mills in Arkansas was held in Little Rock on October 22nd to pass upon the following two resolutions which had been presented and passed at an interstate conference of oil millers in Memphis on October 19th:

"To oil mills: Stop short selling. Sell only as your products are produced. If marketed in an orderly way, we believe crude oil should bring not less than eight cents a pound, meal \$25 a ton, and 60-pound total cut of linters five cents a pound.

"A further measure, introduced from the floor, was adopted, recommending that oil mills 'reduce the average cut of linters to a minimum of 60 pounds per ton of seed, as far as it is practical to do so.'"

After a full discussion of the present situation in the marketing of cotton and cotton products, the following resolutions were adopted:

"The Arkansas mills feel that cottonseed at the present price, \$20.00 per ton in car lots f. o. b. Arkansas stations basis prime, is a safe investment. They are willing to buy and own seed at that figure and are actually doing so now. They are willing to manufacture and sell products from such purchases of seed in an orderly way, approximately as produced.

"They are willing to reduce the lint cut, as soon as outstanding contracts are filled, to a cut as closely approximating 60 pounds per ton of seed, as good milling, in individual cases, will permit."

All of the above was predicated on a similar sentiment throughout the industry as might be indicated at a meeting in Memphis on October 26th.

A further resolution, passed at this meeting, reads:

"It is the sentiment of the meeting that the oil mills of Arkansas specify cotton bags on all future purchases of bags for cottonseed meal, mixed feeds and fertilizers, as a measure to increase the consumption of cotton, and that this resolution be presented at the Memphis meeting next week for general adoption."

Attention was called to the fact that cottonseed now being shipped to the mills contained an excessive amount of dirt and trash, resulting in a penalty to the shipper, as the quotations for seed are based on clean sound seed containing not more than one per cent dirt and trash. An effort will be made to induce the ginners to watch this matter more closely.

It was the belief of the Arkansas mills at this meeting that if the other Southern states, at the conference in Memphis, take the same position as was taken by the Arkansas mills, the result will be a stabilization of the markets for cottonseed and cottonseed products; and that should such stabilization result in an advance in the markets for products, it would immediately be reflected in an advance in the value of cottonseed to the farmer.—*The Cotton Oil Press.*

OIL SUPERINTENDENTS MEET.

The November meeting of the Tri-State Cottonseed Oil Mill Superintendents' Association was held on November 6 at the Chamber of Commerce in Memphis, Tenn. One of the principal addresses was delivered by J. C. Sheehan, city smoke inspector.

**DRYERS—EVAPORATORS—PRESSES
RENDERING TANKS AND
BY-PRODUCT MACHINERY**

THE AMERICAN BY-PRODUCTS MACHINERY CO.

26 Cortlandt St., New York

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Quiet—Prices Steady—Hedge Pressure Light—Crude Steady—Cash Demand Small—Deliveries Against Old Orders Fairly Good—Sentiment Mixed—Disposition to Await Developments.

Operations in cotton oil futures on the New York Produce Exchange the past week have been moderate in volume. And with sentiment mixed, prices covered a narrow range with a general disposition in evidence to await developments.

Commission houses and the local element were on both sides and it took but little good buying or selling to swing the professional crowd from one side to the other. Steadiness in cotton was offset by continued weakness in lard and heaviness in grains.

No Hedging Pressure on Market.

But the outstanding feature as far as cotton oil was concerned was the absence of hedging pressure or speculative pressure on the market. At the same time consumers were not taking hold freely, and this tended to check buying power somewhat. But the situation as a whole resulted in a fairly stable market and one where although the trade is confident that sooner or later the weight of the crop must be felt, nevertheless there was no disposition to discount condition in advance.

To some extent the action of the market has been due to the position in the spot month in New York. There has been some evening up in November but the open interest is still rather liberal in size and has the trade puzzled even at this late date.

There is still considerable uncertainty in evidence as to whether the open interest on the short side is speculative or for refiners account. There has been some small buying of November under cover, against which the name of the leading house credited as short was given up and which made for more of a disposition to look upon the open interest as speculative. But the fears of possible tenders are making for a hands off policy on the part of ring traders. The developments in the spot month it is expected will continue to have some bearing until the position is more clearly defined.

No Crude Pressure From Mills

The steadiness of the market could also be attributed to absence of pressure of crude oil from the mills. In the southeast and

valley crude came out moderately at 7½¢, with that figure still bid by the refiners in general, while in Texas little was heard of crude moving and the market there was quoted at 7½¢ sales.

The weather has been rainy of late and less favorable for the movement, but nevertheless sufficient seed should have moved by this time to have caused pressure which for some reason or other has not developed. The steadiness of mill ideas consequently has led to the belief that they are well sold up for the immediate future and in a position where they are not forced to move stuff, even

though some of the large refiners are confident that during November the movement and pressure of crude will increase considerably.

Cash demand for oil continues rather spasmodic and on the whole is reported as limited in some directions and fair in others. The consumer is still impressed with the large crop yet to be marketed and consequently is not inclined to book ahead and satisfied to operate on a hand to mouth basis.

This has a tendency to take away some support, from the market. And although prices are reasonably low, nevertheless the impression among the consumers appears to be that still lower levels will be witnessed in the future.

Hard to Judge Market Position.

The market position has been very difficult to judge and consequently trade has been more or less dormant. The majority see little or nothing on which to take hold, while absence of pressure of actual oil discourages speculative selling. There has been some buying of the distant oil months against sales of lard, but these operations have not been important, although carried on to some extent by western operators.

The lard stocks at Chicago were cut in half during the month of October, the supply totaling 23,336,000 lbs. at the beginning of November compared with 46,345,000 lbs. on October 1st, but with only 11,479,000 lbs. on November 1st last year.

The approaching Government cotton report was an added incentive to hold off, and while no particular change is generally expected in the crop figure, nevertheless a private estimate of 18,200,000 bales attracted considerable attention and created sufficient uncertainty of the figure being raised to make the professional element cautious in getting very far from shore either way.

COTTONSEED OIL.—Market transactions.

Friday, October 29, 1926.

	Sales	High	Low	Bid	Asked
	Range		Closing		
Spot	.....	.....	.....	850	a
Nov.	.....	.....	.....	845	a 860
Dec.	900	850	843	850	a
Jan.	800	860	857	863	a 865
Feb.	.....	.....	.....	868	a 875
Mar.	2100	878	874	879	a 880
Apr.	.....	.....	.....	890	a 895
May	4100	896	891	895	a 894
June	.....	.....	.....	900	a 920

Total Sales, including switches, 7,900 bbls. P. Crude, S. E. 7½¢ Sales.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 4, 1926.—While undertone is easier based on record breaking production of cotton oil, it is remarkable how steady spot and future refined and crude oil remain. Liberal demand for bleachable continues from all over the country. Market today 8½¢ f.o.b. New Orleans near-by, with added premiums for futures.

Good buying of March, May and July contracts at New Orleans, with July selling today at 8.55¢. After present wave of buying lets up general feeling is crude will decline to 6½¢ Texas, but many buyers seem willing take on a larger quantity at 7¢ Texas and scale down, and if Monday's cotton report is bearish—heavy trading is expected.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 4, 1926.—Prime cotton seed delivered, \$23.00; prime crude cottonseed oil, 7½¢; 43 per cent cake and meal, \$23.50; hulls, \$4.00; linters, mill run, 1¼¢@5c. Cooler weather with some rain past week; markets still very sluggish.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 4, 1926.—Crude has been tightly held for past week or so, and little or no sales at the bid price of 7½¢. Today there is a disposition to sell and considerable trading is going on at 7½¢ Valley; 41 per cent meal, \$24.00, and loose hulls, \$2.50 Memphis.

ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

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TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
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Logical Cottonseed Oil Market Is In New Orleans

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Commissions \$20 per round contract; deliveries in bulk, 30,000 pounds, grade and weight guaranteed by indemnity bond.

The market is broadening and giving real service to the trade. One concern handled 750 contracts during the year, representing 22,500,000 pounds.

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee
for information

Saturday October 30, 1926.

	—Range—		—Closing—	
	Sales	High. Low.	Bid.	Asked
Spot			850 a	.....
Nov.	500	860 850	851 a	860
Dec.	500	860 860	860 a	.....
Jan.	300	867 867	867 a	872
Feb.			870 a	882
Mar.	800	887 885	887 a	.....
Apr.			898 a	902
May	1300	903 901	902 a	904
June			905 a	930

Total Sales, including switches, 3,400 bbls. P. Crude S. E. 7¼ Bid.

Monday, November 1, 1926.

	—Range—		—Closing—	
	Sales	High. Low.	Bid.	Asked
Spot			860 a	.....
Nov.	800	865 855	855 a	.....
Dec.	800	862 860	858 a	860
Jan.	400	873 872	868 a	871
Feb.			872 a	880
Mar.	1900	890 883	888 a	.....
Apr.			899 a	905
May	700	905 905	905 a	.....
June			907 a	919

THE EDWARD FLASH CO.

29 BROADWAY
NEW YORK CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil COTTON OIL FUTURES

On the New York Produce Exchange

Total Sales, including switches, 4,600 bbls. P. Crude S. E. 7¼ Bid.

Tuesday, November 2, 1926.
HOLIDAY.

Wednesday, November 3, 1926.

	—Range—		—Closing—	
	Sales	High. Low.	Bid.	Asked
Spot			860 a	.....
Nov.			850 a	860
Dec.			852 a	859
Jan.	800	871 860	865 a	.....
Feb.			865 a	871
Mar.	2800	888 875	880 a	885
Apr.			890 a	900
May	1100	910 900	900 a	.....
June			905 a	915

Total Sales, including switches, 4,700 bbls. P. Crude, S. E. 7¼ Sales.

Thursday, November 4, 1926.

	—Range—		—Closing—	
	High.	Low.	Bid.	Asked
Nov.	851	842	850 a	851
Dec.	851	851	851 a	.....
Jan.	858	851	856 a	857
Mar.	868	868	870 a	.....
May	897	885	887 a	889

COCONUT OIL.—The market was somewhat weaker with continued limited demand, with consumers taking hold in small lots and with the market feeling the influence of weakness in tallow.

At New York nearby tanks were offered at 8½¢ and futures quoted at 8½¢. At the Pacific coast both spot and future tanks quoted at 8½¢.

PALM OIL.—Weakness in other directions finally resulted in an easier tone in palm oil with consumers' interest limited, but selling pressure continued rather light. At New York Nigre spot casks were quoted at 7¼¢@8¼¢; shipment, 7½¢@7¾¢; Lagos spot casks, 8½¢; and shipment 8¼¢.

PALM KERNEL OIL.—No particular interest was in evidence and the undertone was easier due to heaviness in coconut oil. At New York spot tanks of palm kernel were quoted at 9¼¢; shipment, 9½¢; spot casks, 10¢; and shipment, 9¾¢, while spot barrels were 10¼¢ nominal and shipment 9¾¢.

OLIVE OIL FOOTS.—While demand was limited there was a lack of selling pressure and the market was steady with Italian, Spanish and Greek nearby quoted at 9½¢; while shipment foots were quoted at 9½¢.

CORN OIL.—The market was rather quiet; consumers awaiting developments in cotton oil, with crude corn oil, low acid, quoted at 8¼¢.

SOYA BEAN OIL.—A quiet trade featured the market the past week but prices were rather steady with New York tanks nominally quoted at 10½¢ and barrels at 12½¢. Pacific coast tanks were quoted 10½¢@10¾¢.

PEANUT OIL.—Market nominal.

SESAME OIL.—Market nominal.

COTTON OIL.—Small sales of spot oil reported at 9¢ ex-warehouse with offerings fairly well held. Southeast and Valley crude 7¼¢ sales and bid; Texas 7½¢ sales.

SEE PAGE 45 FOR LATER MARKETS.

OCTOBER MEAT TRADE FAIR.

October was a fair month in the wholesale meat trade, according to the monthly review of the live stock and meat trade issued by the Institute of American Meat Packers.

The volume of the pork trade was good, especially in the case of fresh pork. Wholesale beef prices showed a lower tendency toward the close of the month, as a result of liberal receipts and gradually declining prices of cattle.

The export trade was relatively quiet. There was some improvement in the lamb trade with the United Kingdom, but prices remained at comparatively low levels. Prices of meats in the United Kingdom remained under parity with the market here all month. The meat trade was confined mostly to buying from stocks previously landed and that only in limited quantities. There were some small sales for shipment of hams for the Christmas trade.

On the Continent, there was at times some active buying of lamb from stocks abroad but the trade generally was quiet. Prevailing prices were low. There was a fair demand for fat backs. The oleo oil trade also was quiet.

The fresh pork trade in this country was marked by a narrowing in the difference between the prices of light and heavy loins. The lighter weights were in good demand. Butts and shoulders moved well.

Although the smoked meat trade as a whole was fairly good, with prices somewhat lower, picnics moved rather slowly. Consumers generally failed to take advantage of the price difference between smoked picnics and fancy hams. At this time, the smoked picnic weighing eight to ten pounds, is wholesaling at about one-half the price of a fancy skinned ham. The bacon trade was brisk and smoked hams also were in good demand.

Frozen pork sold in large quantities, and stocks are pretty well cleaned up, as are stocks of most other products. There was a good domestic trade in lamb, and stocks are expected to show a heavy decrease.

Prices of most dry salt meats decreased, and there was some curtailment of buying. However, the trade is improving again and some companies state that the demand is very good.

Pork trimmings and other sausage materials were scarce and prices strengthened somewhat. Indications are that the run of sows is about over, and some authorities believe that the plentiful supply of corn in the country may lead producers to hold their young pigs for longer feeding.

Receipts of hogs were somewhat smaller than in September of this year and well below receipts in October of last year. Prices showed a slight increase. The average weights of the hogs were considerably below those of the previous month, and the quality was only fair, with a sharp falling off in yield. Observers believe that reports on the hog cholera situation possibly were somewhat exaggerated and that it is clearing up rapidly with the drier and cooler weather.

Prices of dressed beef in Eastern markets were sharply lower early in the period, and continued weak all month. The demand for forequarter cuts was exceptionally good, as is usual at this time of year. Dressed lamb markets in the East grew weaker all month, and are still dull, with a weak tendency in prices.

Hide stocks were well sold up to production, but prices declined during the last two weeks. The wool market continues to show a strong tendency in prices, but the volume slowed down in the last two weeks.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York. Nov. 1 to Nov. 4, 225 bbls.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Boreas, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

P&G Special (Hardened) Coconut Oil

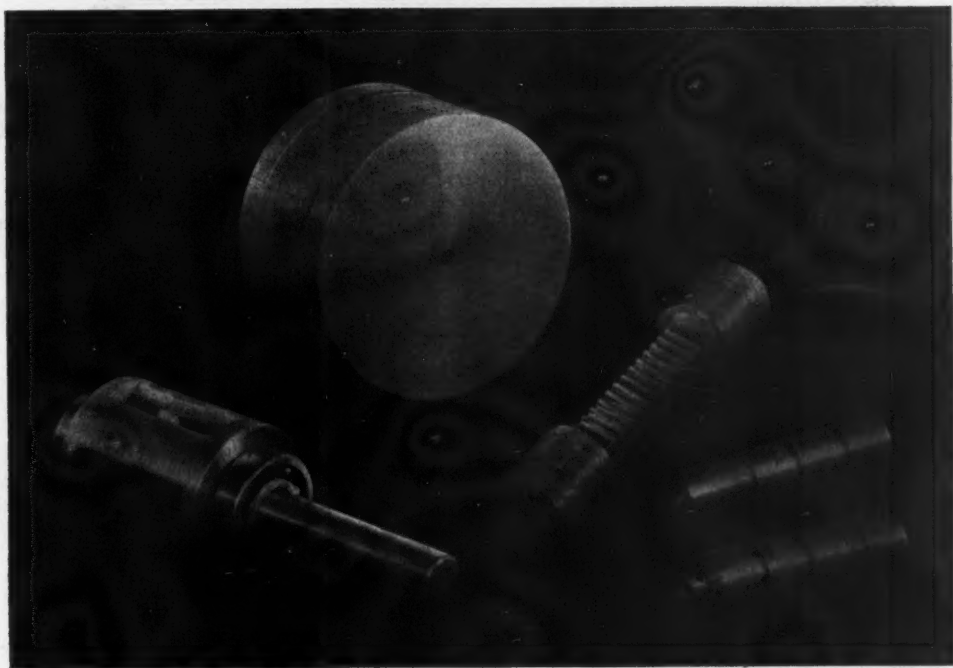
Refineries: IVORYDALE, OHIO
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
DALLAS, TEXAS
HAMILTON, CANADA

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil
Moonstar Coconut Oil

General Offices:

CINCINNATI, OHIO

Cable Address: "Procter"



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There is a vitally close relation between the simplicity of a machine and its practical value—as regards accuracy, dependability, durability and efficiency.

The unrivalled simplicity of the Lamb Automatic Weighing and Filling machine is obvious, when it is known that only five moving parts are used for the complete function of the machine. Furthermore, only one of these parts is in operation at one time. Each part working consecutively, the action of one is completed before the other starts.

The machine has no similarity to the old-fashioned volume filler as it has no timing devices, mechanical trips or knife blade balances to get out of order.

With a Lamb Machine in your lard room, eliminating inaccuracy and waste, you will readily appreciate why the Lamb Machine is the utmost in

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TRIBUNE TOWER
CHICAGO



There doesn't need to be an odor around your plant!

You don't need to have your neighbors complaining to the Board of Health asking that the odor nuisance be eliminated.

You don't need to fear an injunction restraining your operation because of noxious odors.

The Henderson and Haggard Chlorine Process of deodorization offered exclusively by this organization will eliminate any objectionable odor from Packing Plants, Slaughter Houses, Rendering Works or similar establishments.

Scores of successful installations are in operation—and the process will be installed on trial at any plant. If it doesn't destroy the objectionable odors, the apparatus will be removed without cost to the operator!

How's that for confidence?

Can't we send one of our engineers to see you?

WALLACE & TIERNAN CO., INC.

Manufacturers of Chlorine Control Apparatus

NEWARK, NEW JERSEY



THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products heavy the latter part of the week, notwithstanding covering and some foreign buying, with hog receipts liberal, cash demand slow and cash large at Chicago somewhat easier.

Cottonseed Oil.

Cotton oil moderately active, making new lows for the season, due to free crude offerings, some increase in hedge pressure and local liquidation in November. Estimated that 100 tanks of crude sold Southeast and Valley at 7¼c; Texas, 7c, with refiners inclined to back away. Cash demand fairly good but local sentiment mostly bearish and weakness in lard having an influence.

Quotations on cottonseed oil at Friday noon were: November, \$8.35@8.45; December, \$8.36@8.44; January, \$8.40@8.48; February, \$8.45@8.52; March, \$8.55@8.60; April, \$8.65@8.73; May, \$8.73@8.75; June, \$8.80@8.90.

Tallow.

Tallow, extra, 7½c.

Oleo Oil and Stearine.

Stearine, oleo, 10½c.

Hull Oil Market.

Hull, England, Nov. 5, 1926.—(By Cable).—Refined cottonseed oil, 38s; crude cottonseed oil, 34s.

FRIDAY'S GENERAL MARKETS.

New York, Nov. 5, 1926.—Spot lard at New York; Prime western, \$13.45@13.55; middle western, \$13.30@13.40; city, \$13.12; refined continent, \$14.62; South American, \$15.75; Brazil kegs, \$16.75; compound, \$11.00.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 5, 1926, show exports from that country were as follows: To England, 143,217 quarters; to continent, 24,531 quarters; others none.

Exports for the previous week were: To England, 34,994 quarters; to the continent, 85,953 quarters; others none.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Oct. 31, 1926, with comparisons, are announced by the Chicago Board of Trade as follows:

	Oct. 31, 1926.	Sept. 30, 1926.	Oct. 31, 1925.
Meat pork, new, made since Oct. 1, '26, bris.	540		
Meat pork, made Oct. 1, '26.		185	310
Other kinds of bris.			
pork, bris.	10,000	16,853	15,465
P. S. lard, made since Oct. 1, '26, lbs.	1,322,671		1,604,931
P. S. lard, made Oct. 1, '26, to Oct. 1, '26, 19,011,128	41,166,797	6,951,230	
Other kinds of lard.	2,801,920	5,178,335	2,924,724
S. R. middles, made since Oct. 1, '26, lbs.	53,374		18,600
S. R. middles, made prev. to Oct. 1, '26, lbs.	930,892	1,945,638	425,224
D. S. cl. bellies, made since Oct. 1, '26.	3,938,319		4,117,915
D. S. cl. bellies, made prev. to Oct. 1, '26.	9,062,385	19,735,900	8,250,302
D. S. rib bellies, made since Oct. 1, '26.	568,105		1,200,840
D. S. rib bellies, made prev. to Oct. 1, '26.	3,246,855	5,305,180	4,858,865
Ex. sh. cl. bellies, made since Oct. 1, '26 lbs.	158,380		316,244
Ex. sh. cl. bellies, made prev. to Oct. 1, '26 lbs.	131,328	433,864	155,646
Sh. cl. middles, lbs.		2,034	63,614
Ex. sh. rib middles, lbs.		1,353	
D. S. sh. fat backs, lbs.	1,739,418	4,056,602	1,536,630
D. S. sh. lbs.	6,770	11,637	91,161
S. P. hams, lbs.	13,762,236	16,143,678	19,738,036
S. P. sk. hams, lbs.	14,379,482	13,755,131	19,403,000
S. P. bellies, lbs.	5,262,699	9,398,711	7,997,674
S. P. Callif. or picnics			
S. P. Boston shldr.s.,) 5,038,481	7,129,684	4,710,182	
lbs.			
S. P. shldr.s. lbs.	171,783	178,759	142,800
Other cuts of meats, lbs.	4,880,689	7,052,348	4,693,474
Total cut meats, lbs.	64,222,232	85,210,528	79,117,206

Provision Stocks Decline

The stocks of provisions at the seven principal markets on November 1 again showed a sharp decline from those on hand on October 1. With the exception of lard, S. P. picnics and D. S. meats all stocks are well under those of a year ago, when the winter packing season was entered upon.

The indications are that hogs to be marketed are little more in numbers and perhaps fewer than those of the same period last year, so that the stocks on hand show very favorably.

Because of the very heavy production of lard per hog during the summer and early fall months, this product has been in an unsatisfactory position for a long time. Foreign buying has been slow and sharp competition has been met both in this country and abroad from the purely vegetable shortening.

In spite of the generally conceded superiority of lard as a shortening there has been little effort to demonstrate this to the public. The product has been left to stand on its own feet, consequently when there was heavy production and somewhat slower foreign demand, stocks have lagged and packers have operated on this product at a loss.

With the inclusion of considerable numbers of spring pigs in the hog runs during October, the lard production declined and it is hardly likely that packers will be furnished such heavy hogs for the coming months. Should the corn available for fattening be of relatively low grade, the problem of fat hogs and lard disposition would not be present. Considerable quantities of corn are reported to be of low grade.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on October 31, with comparisons as specially compiled by THE NATIONAL PROVISIONER are as follows:

	Oct. 31, '26	Sept. 30, '26	Oct. 31, '25
Total S. P. meats.	101,327,151	120,400,189	110,694,000
Total D. S. meats.	40,488,086	60,856,292	46,094,000
Total all meats.	155,081,480	201,084,131	159,745,000
P. S. lard.	29,013,365	54,886,241	11,644,750
Other lard.	8,053,167	14,863,060	6,873,283
Total lard.	37,066,532	69,749,301	18,518,000
S. P. reg. hams.	33,373,443	38,133,457	41,256,000
S. P. sknd. hams.	35,508,086	38,073,227	38,391,000
S. P. bellies.	18,898,848	25,762,971	21,161,000
S. P. picnics.	13,040,021	19,925,874	9,636,000
D. S. bellies.	33,425,360	47,791,921	37,178,000
D. S. fat backs.	3,916,553	7,828,187	3,726,000

OCTOBER MEAT SUPPLIES.

Relatively light receipts of hogs throughout 1926 were continued in October at all markets. The average weight at some markets was still near the record for October, which made up in a measure for the decline in numbers.

Chicago receipts of hogs in October totalled 500,670 compared with 570,355 a year ago. The average weight this year was 245 lbs., large numbers of spring pigs on the market pulling the average down.

This is a considerable decline from the average of 263 lbs. in September, but is reported to be among the heaviest October averages on record.

At Omaha receipts declined from those of a month and a year ago, totaling only 122,000. The average weight at 263 lbs. was well under that of September but was 9 lbs. heavier than in October, 1925. At Kansas City, 167,403 hogs were received, being considerably above those of a year ago. The average weight at this market was 202 lbs., compared with 209 in September and 219 lbs. in October of last year, and 119 in October two years ago.

Receipts of hogs at the 11 markets during October totalled 2,083,000, compared with 1,822,000 in September and 2,250,000 in October, 1925. The combined receipts of hogs at these markets for the first 10 months of the year was 21,788,000 hogs, the smallest total for the period since 1917.

Heavy receipts were recorded at Chicago in the cattle division, the total being 332,982, with large numbers of grass steers and a liberal supply of natives. At Omaha 218,000 cattle were received, being 7,000 less than the receipts of October, 1925, while Kansas City registered 283,137 head, the smallest for the month since 1920.

The October receipts at Chicago were 467,169, compared with 409,848 in October, 1925; at Omaha 258,000 compared with 200,000 in the same month last year, and at Kansas City 226,210 compared with 150,492 last October.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal parts of the United States during the week ending Oct. 30, 1926, with comparisons, are reported by the U. S. Department of Commerce as follows:

Hams and Shoulders, Including Wiltshires.		Jan. 1, 1926* to	
		Week ending—	Oct. 30, 1926.
	Oct. 30, 1926.	Oct. 31, 1925.	Oct. 29, 1926.
	M lbs.	M lbs.	M lbs.
Total	1,701	2,386	960
To Belgium			159,952
United Kingdom	1,582	2,045	1,538
Other Europe			141,169
Cuba	38	279	2,093
Other countries	81	62	6,127
			9,205
Bacon, Including Cumberland.			
	Oct. 30, 1926.	Oct. 31, 1925.	Oct. 29, 1926.
	M lbs.	M lbs.	M lbs.
Total	2,447	4,079	2,507
To Germany		255	378
United Kingdom	2,085	2,971	1,545
Other Europe		774	546
Cuba		11	1
Other Countries	362	68	37
			5,775
Lard.			
	Oct. 30, 1926.	Oct. 31, 1925.	Oct. 29, 1926.
	M lbs.	M lbs.	M lbs.
Total	6,096	9,140	12,791
To Germany	196	1,785	6,290
Netherlands	878	355	505
United Kingdom	2,411	3,735	2,883
Other Europe	553	1,126	877
Cuba	1,616	1,077	947
Other Countries	1,042	1,062	1,580
			81,012
Pickled Pork.			
	Oct. 30, 1926.	Oct. 31, 1925.	Oct. 29, 1926.
	M lbs.	M lbs.	M lbs.
Total	498	487	624
To United Kingdom	55	196	53
Other Europe		4	40
Canada	388	199	493
Other Countries	55	88	58
			12,765

TOTAL EXPORTS BY PORTS.		Hams and shoulders.		Bacon.		Lard.		Pickled pork.	
		M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,701	2,447	6,096	498					
Boston									
Detroit	979	355	508	57					
Port Huron	658	482	928	404					
Key West	53		1,283						
New Orleans	26	8	1,184	32					
New York	5	1,062	2,765	6					
Philadelphia			28						

DESTINATION OF EXPORTS.		Hams and shoulders.		Bacon.		Lard.		Pickled pork.	
Exported to:		M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
United Kingdom (total)	1,582	2,085							
Liverpool	701	1,164							
London		151	212						
Manchester		48	38						
Glasgow		359	133						
Other United Kingdom	328	338							
Exported to		Hams and shoulders.		Bacon.		Lard.		Pickled pork.	
		M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Germany (total)			196						
Hamburg									
Other Germany			196						

* Corrected to September 30.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, November 4, 1926.

CATTLE—All grades of yearlings sold actively, the outlet on little cattle being in sharp contrast with weighty steers, especially kinds scaling over 1,500 lbs. Following last week's excessive run when receipts were the largest in year, supply abatement helped the general market, yearlings advancing 25@50c and weighty steers mostly 25c.

Weighty bullocks seesawed, the bulk selling at \$10.00 downward although strictly choice 1,563 lb. averages made \$10.75 and medium weights reached \$11.50. On the other hand, yearlings of strictly choice vintage scored \$12.50, sales at \$11.75 @12.15 being rather numerous. A liberal supply of grass-grain fed offerings turned at \$9.00 downward to \$8.00. A spread of \$7.75@8.50 took most of the range steers on slaughter account.

Most grass cows turned at \$4.50@5.50, a few westerns making \$6.00, with outstanding offerings upward to \$6.50. Light yearling heifers sold upward to \$11.25, but \$6.50 @7.75 absorbed the bulk heavy kinds. Medium bulls sold largely at \$5.50@6.00, heavy kinds making \$6.25 at the close, around 25 higher.

Vealers at \$11.00@12.00 to packers with choice kinds to outsiders at \$12.00@12.50 were about sufficient for trade requirements.

HOGS—Better grade hogs scaling 170@325 lbs. mostly 25@40c lower for week, lighterweights 15@25c off, packing sows steady. Late top \$13.20, bulk 170@200 lb. averages \$12.65@13.00; most 210@325 lb. butchers \$12.85@13.15; bulk slaughter pigs \$12.00@12.50; selected kinds frequently upward to \$12.75; most packing sows \$10.50 @11.50, light kinds upward to \$11.75@11.85, heavy rough kinds \$10.25 and below.

SHEEP—Small supplies killing lambs mostly from native territory had forced advances of around 50c in fat and cull lamb values, yearling wethers showing 25 @50c higher for the week and sheep mostly unchanged. At the close choice native lambs topped to small killers at \$14.35, packers stopping at \$14.25 and buying the bulk, lightly sorted, at \$12.75@14.00.

Small numbers of fed and comeback westerns sold at \$14.00 downward, fed

clipped westerns moving from \$13.00 down; week's best fat range lambs \$13.75; cull lambs found buyers at \$9.00@9.50, with fat yearling wethers around \$10.50; fat ewes topped at \$7.00, with the bulk at \$5.50@6.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Nov. 4, 1926.

CATTLE—Light weight fed steers and yearlings met the best demand and closed the week at strong to 25c higher levels, while other killing steers moved rather slowly at around steady prices. Choice yearlings reached \$12.00; best medium weights, \$11.00 and heavies \$9.75.

Desirable fed steers and yearlings sold from \$9.00@11.00, while short-fed Westerns cleared at \$8.00@9.25 and straight grassers from \$6.75@8.00. Fat she-stock was scarce and prices are steady to 15c higher, with cutters sharing the advance. Bulk held steady and calves closed 50c higher with best vealers at \$11.50.

HOGS—A weaker undertone featured the hog market and all grades and weights

closed the week at 10@15c lower prices as compared with last Thursday. At the low point of the week the top was \$12.70 for choice butchers, which is the lowest since the middle of April. At the close some reaction was in evidence with the top at \$12.75. Packing sows are around 25c lower.

SHEEP—Limited receipts were responsible for a healthy undertone to the market and fat lambs sold at 25@35c higher levels. Desirable fed western lambs reached \$14.00, while best range and native offerings stopped at \$13.85. Most of the week's supply cleared from \$13.25@13.85.

Aged sheep are 15@25c over a week ago with best fat ewes selling at \$6.50. Some fed shorn wethers went at \$7.60.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., Nov. 4, 1926.

CATTLE—Lighter receipts of fed steers and yearlings early in the week and a broad demand forced prices higher, yearlings retaining the advance and closing the week 25@40c higher. Weighty steers and medium weights over 1,200 lb. lost the early advance.

Weighty steers scaling 1,505 lbs. sold at

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Nov. 4, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$13.20	\$13.00	\$12.75	\$12.75	\$12.50
BULK OF SALES	11.75@13.10	12.75@12.85	11.00@12.60	12.10@12.70	10.75@12.35
Hvy wt. (250-350 lbs.), med-ch.	12.25@13.15	12.35@12.85	11.75@12.75	12.00@12.70	12.00@12.50
Med. wt. (200-250 lbs.), med-ch.	12.75@13.15	12.75@12.85	12.35@12.75	12.40@12.75	12.25@12.50
Lt. wt. (160-200 lbs.), com-ch.	12.25@13.00	12.50@13.85	11.90@12.70	12.35@12.70	12.25@12.50
Lt. H. (130-160 lbs.), com-ch.	11.00@12.85	12.25@12.75	11.50@12.40	12.15@12.60	12.00@12.35
Packing sows, smooth and rough	10.10@11.85	10.25@11.50	10.25@11.40	9.75@11.35	10.50@11.00
Slighter pigs (130 lbs. down), med-ch.	11.50@12.75	11.75@12.50		12.25@12.75	11.75@12.25
Av. cost and wt., Wed. (pigs excluded)	12.56-227 lb.	12.74-208 lb.	11.98-244 lb.	12.34-210 lb.	12.04-202 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.	0.25@10.50		8.50@10.00	8.35@10.15	
STEERS (1,100-1,500 LBS.):					
Choice	10.00@12.25	10.00@12.00	9.50@11.85	9.50@11.25	
Good	9.35@11.75	9.25@10.75	8.50@10.75	8.35@10.35	9.00@10.00
Medium	7.75@9.75	7.00@9.75	6.90@9.25	6.75@8.85	7.00@9.00
Common	6.25@7.75	5.50@7.00	5.35@6.00	5.50@6.75	5.25@7.00
STEERS (1,100 LBS. DOWN):					
Choice	11.75@12.60	11.50@12.25	10.75@12.00	10.35@12.00	
Good	9.75@12.00	10.25@11.50	9.25@11.00	8.85@10.90	9.25@11.25
Medium	7.50@10.25	7.25@10.25	6.90@9.50	7.00@9.25	7.00@9.50
Common	5.90@7.75	5.50@7.25	5.35@6.90	5.50@7.00	5.00@7.00
Canner and cutter	5.00@6.00	5.00@5.50	4.40@5.35	4.50@5.50	4.00@5.00
L.T. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	9.50@12.25	9.75@11.75	9.00@11.85	9.10@11.75	9.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	7.50@11.25	8.00@10.75	7.00@10.75	7.00@10.50	6.75@9.00
Common-med. (all weights)	5.75@8.75	5.00@7.75	5.00@7.90	4.75@7.75	4.75@6.75
COWS:					
Good to choice	5.50@7.25	5.75@7.50	5.85@7.75	5.50@7.25	5.00@6.75
Common and med.	4.25@5.50	4.75@5.75	4.40@5.85	4.30@5.50	4.00@5.00
Canner and cutter	3.50@4.25	3.35@4.75	3.85@4.60	3.00@4.50	3.25@4.00
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.25@6.50	6.00@6.25	5.75@6.25	5.65@6.00	5.50@6.25
Good-ch. (1,500 lbs. down)	6.35@7.00	6.00@6.50	5.75@6.50	5.65@6.15	5.50@6.50
Can-med. (canner and bologna)	4.75@6.25	4.00@6.00	4.50@5.75	4.00@5.65	4.50@6.50
CALVES:					
Medium to choice (milk fed. exc.)	0.00@8.50	3.50@7.50	5.50@8.00	6.00@8.50	5.50@7.00
Cull-common	4.75@6.00	4.75@5.50	4.25@5.50	4.00@6.00	4.00@5.50
VEALERS:					
Medium to choice	9.50@12.50	7.50@12.25	8.00@12.00	8.00@12.00	7.00@10.00
Cull-common	7.00@9.50	5.00@7.50	5.00@8.00	4.00@8.00	5.00@7.00
Slaughter Sheep and Lambs:					
Lambs, med. to choice (84 lbs. down)	12.75@14.60	11.50@13.75	11.75@13.65	12.25@14.10	11.50@13.75
Lambs, cull-com. (all weights)	8.75@12.75	8.50@11.50	8.25@11.75	8.00@12.25	8.00@11.50
Yearling wethers, medium to choice	10.00@13.00	8.00@11.50	8.00@11.00	9.00@11.50	
Ewes, common to choice	4.75@7.00	3.00@6.00	3.75@6.75	4.00@6.50	4.25@6.50
Ewes, canners and cull	2.00@4.75	1.50@3.00	1.25@3.75	1.50@4.00	1.50@4.25

Bangs, Berry & Terry

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Reference: National Stock Yards National Bank

1

Chicago

SHEEP—Prices on fat lambs were mostly 25c higher with a week ago, with bulk of the ewe and wether lambs at \$13.50, some choice westerns making \$13.60 and \$13.75, while bucky sorts cashed largely at \$12.50. Heavies and culls sold at \$10.50 and \$8.50 respectively, with fat ewes at \$4.50 to \$6.50.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Oct. 30, 1926, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	0,715	11,200	21,941
Swift & Co.	9,097	14,900	19,178
Morris & Co.	4,374	10,100	7,621
Wilson & Co.	8,563	10,900	9,270
Anglo-Amer. Prov. Co.	1,554	4,100	...
G. H. Hammond Co.	5,288	7,200	...
Libby, McNeill & Libby	4,474	...	...
Brennan Packing Co.	5,500 hogs; Miller & Hart,	4,100 hogs; Independent Packing Co.,	hogs; Boys
Lanham & Co.	7,000 hogs; Western Packing &	Provision Co.,	9,200 hogs; Roberts & Oake,
others,	23,400 hogs.		

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,644	1,212	6,319	2,051
Cudahy Pkg. Co.	5,820	1,415	4,759	5,023
Fowler Pkg. Co.	1,133	...	...	...
Morris & Co.	5,359	1,212	4,387	1,431
Swift & Co.	6,797	1,951	6,836	4,746
Wilson & Co.	6,050	697	6,742	2,946
Local butchers	641	80	1,768	5
Total	31,464	6,573	30,811	16,227

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,018	4,417	3,983
Cudahy Pkg. Co.	6,678	4,694	4,852
Dold Pkg. Co.	1,412	4,011	...
Morris & Co.	3,736	2,137	1,589
Swift & Co.	7,152	3,488	4,980
Glassburg, M.	2	...	...
Hoffman Pkg. Co.	76	...	...
Mayerowich & Vail	32	...	...
Omaha Pkg. Co.	64	...	...
John Roth & Sons	71	...	...
J. Rife Pkg. Co.	10	...	...
So. Omaha Pkg. Co.	107	...	...
Lincoln Pkg. Co.	145	...	...
Morrell Pkg. Co.	158	...	...
Nagle Pkg. Co.	74	...	...
Sinclair Pkg. Co.	158	...	...
Wilson Pkg. Co.	40	...	...
Kennett-Murray Co.	...	2,908	...
J. W. Murphy	...	3,323	...
Other hog buyers, Omaha	...	8,307	...
Total	24,623	33,375	15,393

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,803	923	4,470	1,713
Swift & Co.	5,558	2,171	5,804	1,392
Morris & Co.	3,037	1,629	3,788	1,414
East Side Pkg. Co.	2,079	174	6,148	75
Others	5,142	1,403	9,318	2,402
Total	18,729	6,300	29,528	6,996

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	4,283	1,046	14,010	9,105
Armour & Co.	2,919	402	7,276	2,070
Morris & Co.	2,670	396	7,313	1,706
Others	4,553	651	2,318	2,400
Total	14,425	2,405	31,517	15,341

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,480	619	6,737	3,476
Armour & Co.	3,080	404	5,590	3,192
Swift & Co.	1,938	704	3,696	3,233
Sacks Pkg. Co.	350	32	...	5
Smith Bros. Pkg. Co.	30	5	47	...
Local butchers	92	27	1	...
Order buyers and packer shipments	1,792	316	5,721	89
Total	10,771	2,197	21,201	9,993

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,723	520	1,366	30
Wilson & Co.	1,680	682	1,288	44
Others	105	...	302	...
Total	3,508	1,202	2,956	74

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,046	177	1,758	1,780
Armour & Co.	811	81	1,029	4,113
Blayne-Murphy Co.	457	93	1,446	...
Others	626	141	573	324
Total	3,940	492	5,406	6,226

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,000	653	5,066	614
Dold Pkg. Co.	534	40	3,953	...
Local butchers	235	...	...	...
Total	1,850	693	9,019	614

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,502	5,982	19,207	1,347
Swift & Co. Chicago	885	...	...	245
The Layton Co.	...	1,039	...	...
R. Gutz & Co.	113	...	130	42
Armour & Co., Milw.	428	3,118	...	...
Armour & Co. Chgo.	1,290	...	...	...
New York B. D. M. Co.	17	...	...	...
Bimber, Harrison, N. J.	...	1,068	...	...
Corkran-Hill, Baltimore	...	180	...	...
Butchers	263	267	63	277
Traders	425	68	35	76
Total	6,013	9,435	21,832	1,987

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	1,788	3,000	18,608	...
King & Co.	1,841	734	12,622	...
Moore & Co.	...	...	...	...
Armour & Co.	232	9	2,671	...
Indianapolis Abt. Corp.	1,421	47	...	...
Hilgemeyer Bros.	...	774	...	...
Brown Bros.	79	10	...	...
Bell Pkg. Co.	...	...	636	...
Schussler Pkg. Co.	49	...	631	...
Riverview Pkg. Co.	8	...	305	...
Metier Pkg. Co.	111	12	281	...
Indiana Prov. Co.	2	18	506	...
Art Wabnitz	61	82	...	...
Hooser Abt. Co.	63	...	...	...
Others	802	123	525	400
Total	6,537	4,131	37,619	400

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending October 30, 1926, with comparisons:

CATTLE.

	Week ending Oct. 30.	Prev. week.	Cor. week 1925.
Chicago	43,667	38,338	39,060
Kansas City	31,464	57,894	31,643
Omaha	24,623	24,698	22,439
St. Louis	18,729	12,276	35,524
St. Joseph	14,425	13,108	18,644
St. Paul	10,771	12,737	11,018
Omaha City	3,508	4,080	4,262
Indianapolis	6,537	5,089	5,970
Cincinnati	1,838	1,070	...
Milwaukee	6,013	5,005	3,739
Wichita	1,859	1,639	2,582
Denver	3,940	1,576	5,824
St. Paul	...	18,846	16,061
Total	165,536	197,724	157,315

HOGS.

	Week ending Oct. 30.	Prev. week.	Cor. week 1925.
Chicago	112,100	91,300	95,000
Kansas City	30,811	56,248	16,191
Omaha	33,375	35,896	44,525
St. Louis	29,528	36,054	77,796
St. Joseph	31,517	3,239	28,610
St. Paul	21,201	20,436	44,688
Omaha City	2,956	3,276	3,822
Indianapolis	37,619	39,365	38,069
Cincinnati	11,871	12,880	...
Milwaukee	21,832	17,256	16,540
Wichita	9,019	8,292	8,335
Denver	5,406	4,060	5,331
St. Paul	...	65,614	82,166
Total	335,364	390,915	474,523

SHEEP.

	Week ending Oct. 30.	Prev. week.	Cor. week 1925.
Chicago	58,019	57,023	40,596
Kansas City	16,227	61,554	14,461
Omaha	15,393	24,367	11,544
St. Louis	6,996	5,298	13,870
St. Joseph	15,341	28,094	11,252
St. Paul	9,993	13,169	8,588
Omaha City	74	94	65
Indianapolis	400	7,150	6,857
Cincinnati	1,067	708	...
Milwaukee	1,987	2,497	1,144
Wichita	614	768	437
Denver	6,226	6,068	3,215
St. Paul	...	29,406	18,467
Total	131,270	237,185	231,394

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending October 28, 1926, with comparisons:

BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Oct. 28.	Previous week.	Same week, 1925.
Toronto	\$ 6.75	\$ 7.25	\$ 7.85
Montreal (W)	6.40	6.50	7.50
Montreal (E)	6.40	6.50	7.50
Winnipeg	6.00	5.75	6.50
Calgary	5.25	5.25	5.25
Edmonton	5.50	5.75	5.50

VEAL CALVES.

	Week ended Oct. 28.	Previous week.	Same week, 1925.
Toronto	\$14.00	\$14.50	\$12.50
Montreal (W)	12.00	12.00	11.00
Montreal (E)	12.00	12.00	11.00
Winnipeg	9.00	9.00	6.50
Calgary	5.75	5.75	5.00
Edmonton	7.00	7.00	5.50

SELECT BACON HOGS.

	Week ended Oct. 28.	Previous week.	Same week, 1925.
Toronto	\$13.71	\$13.71	\$13.16
Montreal (W)	12.75	12.75	12.00
Montreal (E)	12.75	12.75	12.00
Winnipeg	12.63	12.92	12.37
Calgary	13.47	13.75	12.37
Edmonton	12.92	13.75	12.10

GOOD LAMBS.

	Week ended Oct. 28.	Previous week.	Same week, 1925.
Toronto	\$12.50	\$12.50	\$13.00
Montreal (W)	11.75	11.50	11.50
Montreal (E)	11.75	11.50	11.50
Winnipeg	10.50	10.50	11.25
Calgary	10.25	10.50	11.00
Edmonton	10.25	10.50	12.25

RECEIPTS AT CENTERS.

SATURDAY, OCTOBER 30, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	6,000	5,000
Kansas City	400	1,000	200
Omaha	125	3,000	2,300
St. Louis	265	4,500	100
St. Joseph	100	3,300	1,500
St. Paul	1,000	2,500	200
Oklahoma City	3,800	3,000	3,000
Indianapolis	100	300	...
Milwaukee	100	200	...
Denver	500	400	9,500
Louisville	100	500	300
Wichita	400	1,200	300
Pittsburgh	300	1,500	400
Cincinnati	400	1,800	400
Buffalo	100	1,200	400
Cleveland	200	2,000	200
Nashville, Tenn.	...	400	...
Toronto	200	300	300

MONDAY, NOVEMBER 1, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	19,000	42,000	22,000
Kansas City	27,000	7,500	5,000
Omaha	12,000	6,000	12,000
St. Louis	10,000	13,000	1,000
St. Joseph	4,500	3,500	2,000
St. Paul	8,500	7,000	3,000
St. Paul	20,000	30,000	22,000
Oklahoma City	1,800	800	...
Fort Worth	3,500	1,000	900
Milwaukee	700	1,000	900
Denver	8,200	2,000	15,500
Louisville	1,000	1,500	1,000
Wichita	6,800	2,200	800
Indianapolis	4,000	300	300
Pittsburgh	2,900	5,000	2,500
Cincinnati	4,300	4,000	1,000
Buffalo	3,100	15,000	12,000
Cleveland	1,800	4,000	3,000
Nashville, Tenn.	300	1,100	700
Toronto	6,000	1,400	5,400

TUESDAY, NOVEMBER 2, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	30,000	12,000
Kansas City	10,500	7,500	5,000
Omaha	4,800	4,500	11,000
St. Louis	6,800	13,000	3,000
St. Joseph	3,500	6,000	5,000
Sioux City	3,000	4,000	500
St. Paul	3,400	10,000	1,500
Oklahoma City	400	200	...
Fort Worth	3,000	200	300
Milwaukee	1,200	5,000	400
Denver	900	1,500	5,300
Louisville	100	1,200	1,000
Wichita	1,200	2,500	400
Indianapolis	600	6,000	300
Pittsburgh	100	800	400
Cincinnati	300	2,800	100
Buffalo	300	800	100
Cleveland	300	1,000	1,000
Nashville, Tenn.	100	1,000	700
Toronto	700	500	400

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—The decline of $\frac{1}{2}$ c last week extended early this week to some other descriptions, and further easiness in market noted later in week. Business rather light early, about 40,000 hides being moved up to Thursday. Considerable trading now pending and indications that most descriptions will move at a further decline of $\frac{1}{2}$ c before end of week. An easier feeling is normally expected at this season, based on slight difference in quality of hides offered. Quotations given below cover market only up to late Thursday.

Spread native steers nominally 17@17 $\frac{1}{2}$ c. Heavy native steers 16c asked. Extreme native steers moved to the number of about 6,000 at 14 $\frac{1}{2}$ c.

Butt branded steers nominally 15c, bids of 14 $\frac{1}{2}$ c declined. Colorados 14c bid, 14 $\frac{1}{2}$ c asked.

Heavy Texas steers 14 $\frac{1}{2}$ c bid, 15c asked; light Texas steers 14c asked; extreme light Texas steers 13 $\frac{1}{2}$ c asked.

About 5,000 heavy native cows moved at 14 $\frac{1}{2}$ c. Light native cows to the number of 25,000 to 30,000 sold early at 14c, several packers participating. Branded cows 13 $\frac{1}{2}$ c asked.

Native bulls sold at 10 $\frac{1}{2}$ c. Last trading in branded bulls at 9c for northern and 10c for southern.

Later Sales.—About 20,000 light native cows sold later at 13 $\frac{1}{2}$ c, 6,000 branded cows at 13c, 3,000 butt brands at 14 $\frac{1}{2}$ c, 7,000 heavy and light Texas steers at 14 $\frac{1}{2}$ c and 13 $\frac{1}{2}$ c, and 4,600 Colorados at 14c, these sales all showing a further decline of $\frac{1}{2}$ c.

SMALL PACKER HIDES.—Market quiet; trading awaited in November take-off to establish market definitely; nominally lower, based on sales of big packer light native cows at 13 $\frac{1}{2}$ c.

COUNTRY HIDES.—Country hides are rather slow. Some tanners have been staying out of the market and this, together with the easier feeling in packer hides, has resulted in lower prices. Good all-weights, averaging around 45 to 47 lbs., considered top at 11c, selected, delivered.

Heavy steers quiet, 10 $\frac{1}{2}$ @11c asked; heavy cows priced around 10c. Buff weights slow and priced around 11c, some asking 11 $\frac{1}{2}$ c. Extremes also rather slow; good 25/45 lb. weights available at 14c, 25/50 lb. at 13 $\frac{1}{2}$ c. Bulls quiet, nominally 7 $\frac{1}{2}$ @8c, selected. All-weight western branded quiet and nominally 9c, Chicago freight.

CALFSKINS.—Packer calfskins easier and generally around 19c asked; trading awaited to establish market definitely.

First salted Chicago city calfskins easier; sales early in week at 17c and quoted later down to 16 $\frac{1}{2}$ c. Outside city skins priced around 16@16 $\frac{1}{2}$ c. Resalted lots dull and priced at 14@15 $\frac{1}{2}$ c, according to quality.

Packer kipskins generally 19c asked for natives, 17c for over-weights and 15c for branded. Some trading will be required to establish this market.

First salted Chicago city kips declined sharply; one dealer sold early in week at 16c and down to 15 $\frac{1}{2}$ c now talked. Outside cities priced around 15 $\frac{1}{2}$ c; resalted lots dull at 14@15c, selected.

Packer regular slunks are not in such active demand as recently; in fact, demand appears to have dried up suddenly. Last sales at \$2.00 but next trading will no doubt be at lower figure. Hairless slunks again sold at 85c, flat, for No. 1's and 2's.

HORSEHIDES.—Horsehides about steady; choice renderers priced at \$5.00; mixed lots around \$4.00@4.50, inside for ordinary country lots; ponies and glues at half price.

SHEEPSKINS.—Dry pelts quoted at

22@25c per lb., according to section. Packer shearlings continue quiet, very few being produced. Last sale was car of Omaha shearlings at \$1.25; market for ordinary run around \$1.25@1.35, nominally. Pickled skins remain quiet and trading awaited definitely to establish market; quoted nominally around \$8.75@9.00; unconfirmed report of one car selling at \$8.87 $\frac{1}{2}$ at New York.

PIGSKINS.—No. 1 pigskin strips stronger and fairly active, due to special demand for other than tanning purposes; sales to such buyers have been made at 8c, which is $\frac{3}{4}$ c more than tanners willing to pay. Gelatine stocks offered generally at 5@5 $\frac{1}{2}$ c, one lot a shade lower; 4 $\frac{1}{2}$ c bid.

New York.

PACKER HIDES.—City packer hide market easier, reflecting the decline on light native cows in the western market. Last sales of butt branded October kosher at 15c, and October Colorados at 14 $\frac{1}{2}$ c. Offerings rather light.

COUNTRY HIDES.—Country hide market shows a decline similar to the market in the West. Good 25/45 lb. extremes available at 14c and 25/50 lb. at 13 $\frac{1}{2}$ c; larger buyers, while willing to pay these figures previously, holding off with idea of forcing further decline.

CALFSKINS.—New York city calfskin market quiet. Several cars of 5-7's sold at \$1.60, and \$1.55@1.60 generally asked; 7-9's priced around \$1.90@1.95 and 9-12's \$2.70@2.75.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for week ending Oct. 30, 1926, 4,397,000 lbs.; previous week, 4,793,000 lbs.; same week, 1925, 3,004,000 lbs.; from Jan. 1 to Oct. 30, 1926, 324,000 lbs.; same period, 1925, 146,848,000 lbs.

Shipments of hides from Chicago for week ending Oct. 30, 1926, 6,704,000 lbs.; previous week, 5,846,000 lbs.; same week, 1925, 4,926,000 lbs.; from Jan. 1 to Oct. 30, 218,385,000 lbs.; same period, 1925, 201,896,000 lbs.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Nov. 3, 1926.

CATTLE.—Main feature in the cattle trade of the week at this point has been the heavy shrinkage in receipts compared with immediately preceding weeks. The 12,700 here for the expired half week is 5,000 under figures for the corresponding period of the previous week.

The trade is carrying a very good tone as to light weight beefs of fair to good quality and was steady to strong today on these, while heavy weight is as unpopular as at any time of the year. The best light steers sold at \$12.00 today, while choice heavy weights, 1,325 lbs. average, were slow to sell at \$11.00.

Bulk of good to choice corn fed light to medium weight steers sold at \$10.50@11.50; fair to best short feds of light and medium weight, \$9.75@10.50; warmed ups, \$8.25@9.40.

Bulk of killer cows and heifers, \$4.50@6.50.

HOGS.—Hogs were steady to 25c higher, all others steady to 15c lower. Receipts were 3,500, and for the half week only 15,800. Best of the butchers sold at \$12.70, with bulk of 180@240 lb. butchers at \$12.40@12.65; prime heavies around \$12.50 for top.

Best sows up to \$11.50; fair to good, \$10.75@11.00; common, \$10.40@10.75; pigs, \$10.00@11.75; westerns, \$12.00@13.00.

SHEEP.—Sheep were steady to 15c lower, with best lambs at \$13.50; best ewes, \$6.50.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Oct. 30, 1926.

CATTLE.

	Week ending Oct. 30.	Prev. week.	Cor. week. 1925.
Chicago	43,667	38,338	70,341
Kansas City	38,362	36,035	42,889
Omaha	23,278	28,127	22,123
East St. Louis	18,729	16,458	15,931
St. Joseph	11,831	11,176	10,044
Sioux City	11,484	12,830	8,104
Cudahy	1,068	1,035	953
Ft. Worth	7,389	7,586	7,653
Philadelphia	2,029	2,383	1,707
Indianapolis	5,943	5,638	2,842
Boston	2,496	2,083	2,782
New York and Jersey City	10,482	10,588	9,255
Oklahoma City	4,710	5,265	6,124
Total	181,468	177,512	209,418

HOGS.

	Week ending Oct. 30.	Prev. week.	Cor. week. 1925.
Chicago	112,100	90,633	89,531
Kansas City	30,904	28,124	16,191
Omaha	19,350	21,092	24,461
East St. Louis	29,528	31,878	32,450
St. Joseph	29,278	24,306	18,232
Sioux City	14,589	13,589	28,407
Cudahy	8,085	7,500	11,088
Ft. Worth	4,148	4,200	2,710
Philadelphia	19,400	22,260	19,626
Indianapolis	19,787	17,874	14,766
Boston	9,777	8,094	9,950
New York and Jersey City	50,537	53,973	58,722
Oklahoma City	2,956	3,276	3,822
Total	350,538	327,801	331,386

SHEEP.

	Week ending Nov. 6, '26.	Week ending Oct. 30, '26.	Cor. week. 1925.
Chicago	58,019	57,023	43,479
Kansas City	16,906	30,777	14,461
Omaha	15,549	30,195	11,633
East St. Louis	6,066	8,422	12,325
St. Joseph	12,941	13,385	11,082
Sioux City	10,802	12,630	8,293
Cudahy	600	423	428
Ft. Worth	1,812	4,200	3,392
Philadelphia	5,255	4,950	5,073
Indianapolis	866	1,127	527
Boston	7,424	8,226	7,375
New York and Jersey City	51,130	50,739	50,134
Oklahoma City	74	94	65
Total	188,534	228,091	168,867

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Nov. 6, 1926, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Nov. 6, '26.	Week ending Oct. 30, '26.	Cor. week. 1925.
Spread native steers	@17 $\frac{1}{2}$ ax	17 $\frac{1}{2}$ @18n	@18n
Heavy native steers	@16c	@16c	@16 $\frac{1}{2}$ c
Heavy Texas steers	@14 $\frac{1}{2}$ c	@15c	@15 $\frac{1}{2}$ c
Heavy butt branded steers	@14 $\frac{1}{2}$ c	@15 $\frac{1}{2}$ ax	@15 $\frac{1}{2}$ c
Heavy Colorado steers	@14c	@14 $\frac{1}{2}$ c	@14 $\frac{1}{2}$ c
Ex-Light Texas steers	@13 $\frac{1}{2}$ ax	@13 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ c
Branded cows	@13c	@13 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ c
Heavy native cows	@14 $\frac{1}{2}$ c	@15ax	@16 $\frac{1}{2}$ c
Light native cows	@13 $\frac{1}{2}$ c	@14 $\frac{1}{2}$ ax	@15c
Native bulls	@10 $\frac{1}{2}$ c	@10 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ c
Branded bulls	@10c	@10c	@9 $\frac{1}{2}$ c
Calfskins	@19n	@19 $\frac{1}{2}$ ax	22 $\frac{1}{2}$ @23c
Kips	@19n	@19 $\frac{1}{2}$ c	@20 $\frac{1}{2}$ c
Kips, overt	@17n	@17 $\frac{1}{2}$ c	@18c
Kips, branded	@15n	@15 $\frac{1}{2}$ c	@16c
Slunks, regular	1.75@2.00ax	2.00@2.25ax	@1.95
Slunks, hairless	@0.85	@0.75 50	@55c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Nov. 6, '26.	Week ending Oct. 30, '26.	Cor. week. 1925.
Natives, all weights	@14n	@14 $\frac{1}{2}$ ax	@15c
Br. hds.	@13n	@13 $\frac{1}{2}$ ax	@12 $\frac{1}{2}$ c
Bulls, native	@10 $\frac{1}{2}$ ax	@10 $\frac{1}{2}$ c	@12 $\frac{1}{2}$ c
Branded bulls	8 $\frac{1}{2}$ @9ax	8 $\frac{1}{2}$ @9ax	@12 $\frac{1}{2}$ c
Calfskins	16 $\frac{1}{2}$ @17c	17 $\frac{1}{2}$ @18c	@18 $\frac{1}{2}$ c
Kips	15 $\frac{1}{2}$ @16c	@15n	@16 $\frac{1}{2}$ c
Slunks, regular	@1.25	@1.25	@1.90
Slunks, hairless	@0c	@0c	@40c

COUNTRY HIDES.

	Week ending Nov. 6, '26.	Week ending Oct. 30, '26.	Cor. week. 1925.
Heavy steers	10 $\frac{1}{2}$ @11ax	11 @11 $\frac{1}{2}$ ax	12 $\frac{1}{2}$ @13c
Heavy cows	@10c	10 @10 $\frac{1}{2}$ ax	11 $\frac{1}{2}$ @12 $\frac{1}{2}$ c
Extremes	@11c	11 $\frac{1}{2}$ @12ax	12 $\frac{1}{2}$ @13 $\frac{1}{2}$ c
Bulls	13 $\frac{1}{2}$ @14c	14 @15ax	14 @14 $\frac{1}{2}$ c
Calfskins	13 $\frac{1}{2}$ @13 $\frac{1}{2}$ c	14 @14 $\frac{1}{2}$ ax	15 @16c
Kips	13 @13 $\frac{1}{2}$ c	14 @14 $\frac{1}{2}$ ax	14 @15c
Light calf	\$1.00@1.10	\$1.00@1.10	\$1.00@1.10
Beacons	\$1.00@1.10	\$1.00@1.10	\$1.00@1.10
Slunks, regular	\$0.60@0.75	\$0.60@0.85	\$0.90@1.00
Slunks, hairless	\$0.15@0.25	\$0.15@0.30	\$0.30@0.40
Horsehides	\$4.00@5.00	\$4.00@5.25	\$4.50@5.00
Hogskins	\$0.35@0.45	\$0.35@0.45	\$0.25@0.30

SHEEPSKINS.

	Week ending Nov. 6, '26.	Week ending Oct. 30, '26.	Cor. week. 1925.
Packer lambs	\$1.50@2.25	1.50@2.25	.....
Pks. shearings	\$1.25@1.35	1.25@1.35	\$1.25@1.45
Dry pelts	\$0.22@0.25	0.22@0.35	\$0.26@0.28

ICE AND REFRIGERATION

ICE NOTES.

Marshall Ice Company, 1623 Westheimer street, Houston, Tex., has increased its capital stock from \$50,000 to \$75,000.

It is reported that the Bastrop Ice and Storage Company contemplates doubling the capacity of its plant in Bastrop, La.

Community Ice Company has been incorporated in Lees Summit, Mo., with a capital stock of \$50,000 by Robert Fizzell and others.

Glen Burnie Ice Company, Inc., has been chartered in Glen Burnie, Md., with a capital stock of \$100,000 by E. W. and D. B. Dunker.

Clyde Cold Storage and Produce Company has been incorporated in Clyde, N.

Y., with 100 shares of stock of no par value. Incorporators are L. Fox, M. Moll and C. F. E. Fahey.

Public Service Company is reported having plans drawn for the erection of an ice and cold storage plant in Afton, Okla., electrically equipped, to cost around \$30,000.

Amarillo Warehouse, Storage & Ice Company in Amarillo, Tex., has been sold to the Home Oil & Gas Company, which will spend around \$200,000 remodeling and re-equipping it.

Houston Terminal Warehouse & Cold Storage Company has been incorporated in Houston, Tex., with a capital stock of \$1,300,000 by R. H. Baker, Post Dispatch Bldg., Houston, and others. The new concern will erect a six-story warehouse and cold storage plant in Houston.

READABLE GAUGE GLASS LEVEL.

T. E. Simpkins in "Refrigerating World"

We had installed up near the ceiling in our boiler room a large tank which served as a make-up water tank, receiving returns from a number of sources, and also fitted with a float valve which admitted the necessary city water.

We had a gauge glass on the side of this tank so that from the boiler room floor the men could keep an eye on the tank to check up on the water supply, for at times the city water pressure fell very low which made it necessary to admit water by hand from a supplementary line. Then too, the line was often clogged up due to leaves and other substances coming through.

We had an electric light playing on the glass, but even with this it was not always possible to get a distinct quick size-up of the water level. One of the firemen took it upon himself to remedy the situation

by making a little cork float small enough to fit in the glass, but having ample clearance around it on all sides.

This cork float was given several coats of good waterproof paint, and painted a bright red color, and on being put in the glass showed up the water level in great fashion. It soon became faded and lost its brilliant color, but it nevertheless gave a clear indication of the water level, and it was a much simpler way out than rigging up a float and pulley indicator which we were just on the point of doing before the gauge glass float was rigged up.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 2, 1926.—Latest quotations in chemicals and soapmakers' supplies:

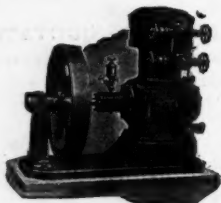
Seventy-six per cent caustic soda, \$3.76-@3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16-@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04-@2.44 per cwt.

Lagos palm oil in casks, 1,600 lbs., 9-@9¼c lb.; olive oil foots, 9¼-@9¾c lb.; East India Cochin cocoanut oil, 15½c lb.; Cochin grade cocoanut oil, domestic, 11½c lb.; Ceylon grade cocoanut oil, 10¼c lb.

Prime summer yellow cottonseed oil, 10¾c lb.; raw linseed oil, 11c lb.; extra tallow, f. o. b. seller's plant, 7¾c lb.; dynamite glycerine, Nom., 27c lb.; chemically pure glycerine, Nom., 30c lb.; saponified glycerine, Nom., 20c lb.; crude soap glycerine, Nom., 17¼-@18c lb.; prime packers' grease, Nom., 7-@7¼c lb.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

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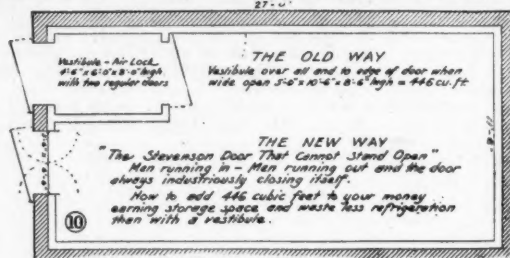
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20 Years from now

THE "crime wave" will reign supreme. Courts and juries will be obsolete—judges all on pensions. Citizens will depend on armored vests and steel helmets, as the only protection against hard-working bandits, yeggs and gunmen.

Gas masks will be in vogue. All tailors will be blacksmiths. With a pipe wrench, the janitor will test steel vest and helmet before the business man ventures from office to home. For any loose bolt or open joint will be instantly detected by some "go-getter" yegg. Then—it's fight or run.

Homes will be armored fortresses; banks will be underground; jails will be no more.

But there'll be no change in the policy that has placed Jamison Cold Storage Doors today twenty years ahead of their time. In 1946 they will still be designed and built to insure maximum efficiency in cold storage and refrigerating plants all over the world.

Jamison Doors

Jamison Cold Storage Door Company
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Chicago Section

E. D. Henneberry, of the Hull & Dillon Packing Co., Pittsburg, Kans., was a Chicago visitor early in the week.

M. Rosenbach, head of the foreign department of Wilson & Company, left this week for a visit to Great Britain and other foreign markets.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 44,218 cattle, 10,053 calves, 77,117 hogs and 33,511 sheep.

R. S. Sinclair, of T. M. Sinclair & Co., Cedar Rapids, Iowa, and W. R. Sinclair, Kingan & Co., Indianapolis, were Chicago's guests during the week.

E. F. Kaderabek, head of the provision department of the Toronto plant of the Swift Canadian Company, spent a couple of days in Chicago this week.

J. W. Rath, president of the Rath Packing Co., Waterloo, Ia., and director-elect of the Institute of American Meat Packers, was in Chicago this week on a business trip.

E. C. Merritt, of the St. Louis Independent Packing Co., St. Louis, Mo., was back in Chicago for a short visit this week. "Ed" seems to have survived the convention in good shape.

Vice President W. W. Woods of the Institute of American Meat Packers, was taking a well-earned rest this week after his strenuous activities in connection with the best packers' convention ever held.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., made a trip to the city during the week.

Will Foster, of John Morrell & Co., Sioux Falls, S. D., was a visitor to Chicago this week. So was president George A. Hormel of Hormel & Co., Austin, Minn. Evidently the convention gave them all the habit.

Thomas E. Wilson, president of Wilson & Company, is on his annual hunting trip in the wilds of Arizona. Mr. Wilson puts the same forceful effort into his hunting as he does into his work with his company and with the Institute.

William H. Ridgway, of Craig Ridgway & Son Co., Coatesville, Pa., better known as "Old Hook 'er to the Biler," left Chicago Monday of this week after his visit to the convention. He and Mrs. Ridgway stayed over the week-end to call on some of their many friends.

Provision shipments from Chicago for the week ending Oct. 30, 1926, with comparisons, are reported as follows:

	Last week.	Prev. week.	Cor. week, 1925.
Cured meats, lbs.	26,099,000	28,180,000	13,944,000
Fresh meats, lbs.	43,334,000	40,376,000	37,931,000
Lard, lbs.	9,000,000	9,896,000	7,294,000

F. W. Keigher, general manager of car route sales for Wilson & Company, was back on duty this week after a hospital siege which hit him just in time to keep him away from the packers' convention. Better reports also came from Mrs. Keigher, who is recuperating from an operation for appendicitis.

Prices realized on Swift & Company sales of carcass beef in Chicago for week ending Saturday, October 30th, 1926, on

shipments sold out were as follows: Cows, common to good, 9@13c; steers, common to medium, 13@15.50c; steers, good to choice, 16@19c; and averaged 13.30c a pound.

C. W. Riley, Jr., well-known Cincinnati packing house broker, who was operated on for appendicitis at the Good Samaritan Hospital, Cincinnati, just before the packers' convention, is already back on the job, much to the joy of all his friends. You could not keep Charlie tied to a hospital bed.

Mike Mulveil, well known to packers as an inspector and weighmaster for Goulard has had a paralytic stroke. He is 74 years of age and his case is hopeless. To take care of him during the short time he will be here it has become necessary to appeal to his friends for assistance. Donations will be thankfully received and acknowledged. Mail checks to Hugo F. Arnold or John W. Hall.

HOOVER AND HOG FARMER.

(Continued from page 24.)

this question would have been raised I would have quoted more. I am enclosing a complete copy of this letter, which you are at liberty to publish.

Prevented Crash in Hog Prices.

The Committee was asked for their advice and their proposal was that the 13 to 1 ratio be abandoned because it was no longer in the farmers' interests and they further recommended that, in place of this, an arbitrary price be fixed each month, starting at \$17.50.

Mr. Hoover agreed to the necessity for a minimum price in order to protect the farmer, and he also insisted that, if the price of corn should recover, the Administration should give the farmer the benefit of the 13 to 1 ratio.

The minimum price was established, as you know, and it was not done to beat the

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farmer out of anything. On the contrary, it prevented the price of hogs crashing to \$10 or below which would have happened if the ratio had not been reinforced with the minimum. It is difficult to see what complaint there can be over an action taken solely in the interests of the farmer.

The second shock came shortly after the Armistice, when the Allies withdrew from the American market and left American farmers high and dry. As shown by my book, many of our government officials felt that these assurances were made solely for the war and that, since the war was over, they should now be withdrawn.

What Mr. Hoover Did.

Mr. Hoover held that the moral obligation existed to maintain the price for hogs farrowed in the spring of 1918, the end of the war notwithstanding. The accomplishment of that task represents one of the greatest battles ever won on behalf of the American farmer.

No fair-minded farmer or citizen can read the documents (made public for the first time in my book) bearing upon this period from December, 1918, to March, 1919, without a sense of gratitude to a citizen whose service was over on Armistice day and who could have retired with distinction from his job and let the farmer blame the war for the \$5 hogs which would have resulted.

If Mr. Hoover had any such character as you represent, he would have done so. Instead, he stuck by the job and got the farmer that \$17.50 and that 13 to 1 exactly as promised. No other man in the country could have carried the hog producer through these two crises, and few would have tried to do so.

And what did he get out of it? Not one cent of remuneration by salary or otherwise—simply the consciousness of a service to his countrymen. One of the most discouraging things in American life is the way we treat our public servants—and your criticism is a fine example thereof.

I assume that in the interests of fairness you will be willing to give the same publicity to this letter that you have to your article.

Yours truly,

FRANK M. SURFACE.

Letter Showing Hoover's Attitude.

The following is a complete copy of the letter from Mr. Hoover to the Chairman of the war-time Agricultural Advisory Committee, referred to in Dr. Surface's letter to Mr. Wallace:

UNITED STATES FOOD ADMINISTRATION
Washington, D. C., Oct. 24, 1918.

Dear Governor Stuart:

I have asked that we should have a meeting to consider the present situation in the hog market, and for the Board to join in the negotiations for placing the controlled orders for export pork products for the month of November.

You will recollect that at our meeting a month ago methods were outlined by your board that were then felt would apply in a practical way the formula for a price of 160 pound hogs, based on the average farm value of 13 bushels of corn, and that by the application of this arrangement from month to month stability and assurance could be given to the market and a stimulative return could be given to the swine growers of the country during the heavy marketing season. The October contracts for export shipments were let to the 50 different participating packing firms by the Food Administration for 130,000,000 pounds of pork products on a basis reflecting the recommendation of the Board, and these packers undertook in writ-

ing to support the price of hogs on this general basis during the month of October.

We all believed that these arrangements would work out to stabilize the price up to a fair level to give a just return to the farmer, and would give effect to the announced policies of the Food Administration in his protection.

Since our meetings very serious difficulties have arisen from causes that could not be foreseen, and these difficulties give me the most extreme anxiety. They arise from the following causes:

Drop in the Corn Price.

The current peace negotiations have alarmed the holders of corn and there has been a fall of from 30c to 40c per bushel in the price. The large accumulations of very low priced corn in the Argentine and South Africa would upon peace and liberated shipping become available to the European and even the American market, and in consequence there has been a good deal of natural alarm. This fall in corn has created the fear with many hog growers that a similar fall was impending in hogs as well as corn, with the advent of peace.

Moreover, this lower range of corn prices, when incorporated in an average of the previous five months settled upon as a basis for calculating hogs, prophesies a continuously falling price of hogs. As a result producers are apparently in a panic at this possible indication of lower ranges and have been over-shipping to the market. The receipt of hogs is running apparently somewhere near 30 per cent more than the receipts last year, while the increased production in the country appears to average but about 15 per cent. In addition there has been an undue marketing of heavy sows, which are not adapted for export.

Packers Paid More Than Asked.

The result has been a great embarrassment to the packing houses to take care of the receipts. Many of the packers have actually paid over the price at which hogs were offered in an endeavor to maintain their obligation. The action taken by the Board and the Food Administration at the last meeting has fortunately prevented a slump in hogs comparable to corn.

While I do not advance the notion that we may have immediate peace, my own view of its effect if it should be realized, is that no matter what the result might be in the corn there will be an even larger demand for pork products with peace than during the war, because of the enormous fat shortage in the Central Empires, which would be an additional demand upon the top of the present heavy demand for the Allies. So far as is humanly possible to interpret these facts, I believe we should have an even stronger demand for pork products after peace than before, and that therefore the alarm of hog producers is unwarranted.

I am externally troubled at the situation, for as the Board is well aware, the one desire of the Food Administration is to do justice to the producer in the United States and to secure him a proper return for his large exertions in providing the world with larger food supplies. The whole plan as put into action a month ago was designed purely for this purpose. There can be no doubt that from over-marketing the plan may become any moment unmanageable. I am therefore anxious that you should consider the problem anew and all its aspects.

Will Support the Market.

To indicate our intention to proceed in this matter in absolute good faith, I may say that we have in hand orders for 170,000,000 pounds of pork products for the month of November, which may be slightly increased during the month. The Food Administration is prepared to place these orders on the basis of the 13 to 1 ratio applied to the month of November. I do not, however, feel that if the producers continue to flood the market this will assure any stability to price. This undertaking on our part should indicate our desire to carry out the plan absolutely as laid down.

As stated above, the hogs in the country indicate a 15 per cent increase and the increased export orders for the last five months of this year compared with last year are as follows:

	1917.	1918.
July	43,400,000	268,600,000
August	67,800,000	178,900,000
September	77,600,000	114,900,000
October	52,200,000	130,000,000
November	98,100,000	170,000,000
December	90,000,000	*200,000,000
Total	429,100,000	1,062,400,000

*Estimated.

It will be seen by the above that the demand has greatly increased and I believe we could handle the situation were it not for the panic among producers and if the hogs were being shipped normally to the market in proportion to their natural increase over last year.

Faithfully yours,

HERBERT HOOVER.

H. C. STUART, Chairman.
Agricultural Advisory Board.
Washington, D. C.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 25.....	32,728	4,616	34,006	25,444
Tues., Oct. 26.....	17,581	2,801	26,539	11,598
Wed., Oct. 27.....	21,749	2,259	18,485	15,125
Thur., Oct. 28.....	15,884	2,956	32,608	21,012
Fri., Oct. 29.....	4,891	899	26,096	12,973
Sat., Oct. 30.....	1,119	204	7,810	4,859
Total last week.....	93,952	13,825	146,155	90,191
Previous week.....	79,952	15,449	132,596	89,894
Year ago.....	79,841	15,329	142,525	89,956
Two years ago.....	85,283	15,196	205,971	94,347

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 25.....	5,582	324	10,200	7,384
Tues., Oct. 26.....	5,091	248	6,954	6,201
Wed., Oct. 27.....	6,095	124	3,486	4,309
Thur., Oct. 28.....	7,075	244	6,000	6,844
Fri., Oct. 29.....	5,221	23	7,058	8,953
Sat., Oct. 30.....	751	2	2,390	963
Total last week.....	30,415	1,295	36,164	33,654
Previous week.....	27,901	2,439	41,963	42,297
Year ago.....	26,760	1,170	52,994	23,477
Two years ago.....	28,219	1,782	51,914	19,138

Receipts at Chicago Stock Yards thus far this year to Oct. 30, with comparative totals:

	1926.	1925.
Cattle.....	2,650,452	2,447,015
Calves.....	30,659,000	32,820,820
Hogs.....	5,649,870	6,478,205
Sheep.....	3,653,316	3,356,115

Combined weekly hog receipts at eleven markets for week ending Oct. 30, with comparisons:

	Week.	Year to date.
Week ending Oct. 30.....	535,000	21,725,000
Previous week.....	519,000	.....
1925.....	555,000	24,788,000
1924.....	694,000	30,446,000
1923.....	802,000	31,079,000
1922.....	590,000	23,637,000
1921.....	487,000	23,630,000

Combined receipts at seven markets for the week ending Oct. 30, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Oct. 30.....	342,000	445,000	254,000
Previous week.....	320,000	412,000	333,000
1925.....	309,000	453,000	186,000
1924.....	531,000	537,000	305,000
1923.....	268,000	634,000	242,000
1922.....	316,000	441,000	254,000
1921.....	197,000	370,000	217,000

Combined receipts at seven points for the year to Oct. 30, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	9,482,000	18,286,000	10,238,000
1925.....	9,140,000	20,659,000	8,890,000
1924.....	9,187,000	24,950,000	9,310,000
1923.....	9,448,000	25,579,000	9,429,000
1922.....	9,115,000	18,939,000	8,554,000
1921.....	7,730,000	18,280,000	10,251,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average	Number weight—	Prices—
	received.	lbs.	Top. Average.
*This week.....	144,300	242	\$18.90 \$12.80
Previous week.....	132,596	244	14.05 12.65
1925.....	142,525	244	11.75 10.75
1924.....	205,971	233	10.40 8.95
1923.....	224,815	234	7.50 7.25
1922.....	160,293	235	9.05 8.20
1921.....	148,715	224	8.05 7.00
Av. 1921-1925.....	176,000	224	\$ 9.40 \$ 8.55

*Receipts and average weights for week ending Oct. 30, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Oct. 30.....	\$ 9.70	\$12.80	\$ 6.00	\$13.35
Previous week.....	10.15	12.65	6.20	13.15
1925.....	10.10	10.75	7.00	15.15
1924.....	10.30	8.95	6.40	13.35
1923.....	9.90	7.25	6.75	13.05
1922.....	10.30	8.20	6.65	13.40
1921.....	7.70	7.60	6.40	8.90
Av. 1921-1925.....	\$ 9.80	\$ 8.55	\$ 6.40	\$12.75

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Oct. 30.....	63,600	118,100	56,600
Previous week.....	52,051	90,628	57,597
1925.....	52,581	89,531	49,479
1924.....	60,014	154,057	65,209
1923.....	46,670	192,511	67,060

*Saturday, Oct. 30, estimated.

Chicago packers hog slaughters for the week ending Oct. 30, 1926.

Armour & Co.....	\$1,200
Anglo-American.....	4,100
Swift & Co.....	14,900
Hammer & Co.....	7,200
Morris & Co.....	10,100
Wilson & Co.....	10,900
Boyd-Lunham.....	7,000
Western Packing Co.....	9,200
Roberts & Oak.....	5,500
Miller & Hart.....	4,100
Independent Packing Co.....	5,500
Brennan Packing Co.....	3,300
Agar Packing Co.....	21,100
Others.....	112,100
Total.....	91,300
Previous week.....	95,600
1925.....	169,000
1924.....	198,000

(For Chicago livestock prices see page 46.)

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
November 4, 1926.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@22
10-12 lbs. avg.	.....	@21½
12-14 lbs. avg.	.....	@21
14-16 lbs. avg.	.....	@20½
16-18 lbs. avg.	.....	@20
18-20 lbs. avg.	.....	@19½
Skinned Hams—		
14-16 lbs. avg.	.....	@25
16-18 lbs. avg.	.....	@24
18-20 lbs. avg.	.....	@23
20-22 lbs. avg.	.....	@17½
22-24 lbs. avg.	.....	@16½
24-26 lbs. avg.	.....	@16½
26-30 lbs. avg.	.....	@16½
Picles—		
4-6 lbs. avg.	.....	@17½
6-8 lbs. avg.	.....	@16
8-10 lbs. avg.	.....	@14½
10-12 lbs. avg.	.....	@14
12-14 lbs. avg.	.....	@13½
Bellies—(Square cut and seedless)		
6-8 lbs. avg.	.....	@25
8-10 lbs. avg.	.....	@23½
10-12 lbs. avg.	.....	@23
12-14 lbs. avg.	.....	@22½
14-16 lbs. avg.	.....	@22
16-20 lbs. avg.	.....	@20½

Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@24½
10-12 lbs. avg.	.....	@24½
12-14 lbs. avg.	.....	@24½
14-16 lbs. avg.	.....	@24½
16-18 lbs. avg.	.....	@23½
18-20 lbs. avg.	.....	@23½
Boiling Hams—(house run)		
16-18 lbs. avg.	.....	@22½
18-20 lbs. avg.	.....	@22½
20-22 lbs. avg.	.....	@20½
Skinned Hams—		
14-16 lbs. avg.	.....	@25
16-18 lbs. avg.	.....	@24½
18-20 lbs. avg.	.....	@23½
20-22 lbs. avg.	.....	@18½
22-24 lbs. avg.	.....	@17
24-26 lbs. avg.	.....	@16½
26-30 lbs. avg.	.....	@15½
Picles—		
4-6 lbs. avg.	.....	@18
6-8 lbs. avg.	.....	@15½
8-10 lbs. avg.	.....	@13
10-12 lbs. avg.	.....	@12½
12-14 lbs. avg.	.....	@12½
Bellies—(square cut and seedless)		
6-8 lbs. avg.	.....	@25
8-10 lbs. avg.	.....	@23½
10-12 lbs. avg.	.....	@23
12-14 lbs. avg.	.....	@22½
14-16 lbs. avg.	.....	@22½
16-20 lbs. avg.	.....	@21

Dry Salt Meats.

Extra short clears, 35/45	.....	@13½
Extra short ribs, 35/45	.....	@13½
Regular plates, 6-8	.....	@11½
Clear plates, 4-6	.....	@10
Jowl butts	.....	@10
Fat Backs—		
8-10 lbs. avg.	.....	@11½
10-12 lbs. avg.	.....	@12
12-14 lbs. avg.	.....	@12½
14-16 lbs. avg.	.....	@12½
16-18 lbs. avg.	.....	@13½
18-20 lbs. avg.	.....	@14
20-25 lbs. avg.	.....	@14½
Clear Bellies—		
14-16 lbs. avg.	.....	@18
16-18 lbs. avg.	.....	@17
18-20 lbs. avg.	.....	@16½
20-25 lbs. avg.	.....	@15½
25-30 lbs. avg.	.....	@14
30-35 lbs. avg.	.....	@13½
35-40 lbs. avg.	.....	@13½
40-50 lbs. avg.	.....	@13

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, OCTOBER 30, 1926.

	Open.	High.	Low.	Close.
LARD—				
Oct.	13.30	13.30	13.00	13.00
Dec.	13.00	13.00	12.87½	12.90
Jan.	13.00	13.00	12.80	12.82½
CLEAR BELLIES—				
Oct. ....	.....	.....	.....	13.70
Nov. ....	.....	.....	.....	13.00
SHORT RIBS—				
Oct. ....	.....	.....	.....	12.75
Nov. ....	.....	.....	.....	12.75

MONDAY, NOVEMBER 1, 1926.

	Open.	High.	Low.	Close.
LARD—				
Nov.	12.90	12.90	12.70	12.80ax
Dec.	12.87½	12.87½	12.62½	12.62½ax
Jan.	12.85	12.85	12.62½	12.67½ax
Mar.	13.00	13.00	12.75	12.72½ax
May ....	.....	.....	.....	12.80
CLEAR BELLIES—				
Nov. ....	.....	.....	.....	13.00ax
SHORT RIBS—				
Nov. ....	.....	.....	.....	12.75n
Jan. ....	.....	.....	.....	12.25n

TUESDAY, NOVEMBER 2, 1926.

Election Day—Board Closed.

WEDNESDAY, NOVEMBER 3, 1926.

	Open.	High.	Low.	Close.
LARD—				
Nov.	12.80	12.95	12.80	12.95ax
Dec. ....	.....	.....	.....	12.70n
Jan.	12.67½	12.75	12.67½	12.75b
Mar. ....	.....	.....	.....	12.80n
May	12.80	12.90	12.80	12.90
CLEAR BELLIES—				
Nov.	13.25	13.35	13.25	13.35b
SHORT RIBS—				
Nov. ....	.....	.....	.....	12.75n
Jan. ....	.....	.....	.....	12.50b

THURSDAY, NOVEMBER 4, 1926.

	Open.	High.	Low.	Close.
LARD—				
Nov.	13.00	13.02½	12.80	12.82½b
Dec.	12.62½	12.62½	12.60	12.60ax
Jan.	12.80	12.85	12.65	12.65
Mar. ....	.....	.....	.....	12.70n
May	12.95	13.00	12.80	12.80ax
CLEAR BELLIES—				
Nov. ....	.....	.....	.....	13.35n
SHORT RIBS—				
Nov. ....	.....	.....	.....	12.75n
Jan. ....	.....	.....	.....	12.50n

FRIDAY, NOVEMBER 5, 1926.

	Open.	High.	Low.	Close.
LARD—				
Nov.	12.77½	12.77½	12.57½	12.62½b
Dec.	12.50	12.50	12.32½	12.32½ax
Jan.	12.60-50	12.60	12.42½-45	12.47½-50
Mar. ....	.....	.....	.....	12.55n
May	12.75	12.75	12.62½	12.62½b
CLEAR BELLIES—				
Nov. ....	.....	.....	.....	13.35n
SHORT RIBS—				
Nov. ....	.....	.....	.....	12.75n
Jan.	12.57½	12.57½	12.50	12.50b

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Nov. 4, 1926, with comparisons, were as follows:

	Week ending Nov. 4.	Prev. week.	Cor. week, 1925.
Armour & Co.	7,272	5,992	7,409
Anglo-Amer. Prov. Co. ..	5,130	3,977	1,939
Swift Co.	12,595	11,224	7,994
G. H. Hammond Co.	6,599	4,296	2,276
Morris & Co.	10,120	7,908	4,377
Wilson & Co.	7,189	9,172	7,832
Boyd-Lunham Co.	7,796	4,919	4,254
Western Pkg. & Prov. Co.	8,840	9,627	8,180
Roberts & Onke	3,850	3,473	3,544
Miller & Hart	3,724	2,779	3,426
Independent Packing Co. ....	.....	.....	5,214
Brennan Pkg. Co.	5,450	4,325	6,515
Agar Packing Co.	1,935	1,589	1,700
Total	80,440	69,081	63,340

CHICAGO RETAIL FRESH MEATS.

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.....	25	22	12
Rib roast, light end.....	36	28	20
Chuck roast	22	18	14
Steaks, round	40	30	20
Steaks, sirloin, first cut.....	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck.....	20	18	12½
Corned briskets, boneless.....	24	22	18
Corned plates	16	12	10
Corned rumps, boneless.....	25	22	18

Lamb.

	Good.	Com.
Hindquarters	38	25
Legs	38	30
Stews	20	15
Chops, shoulder	25	25
Chops, ribs and loin.....	50	80

Mutton.

	Good.	Com.
Legs	26	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin.....	35	..

Pork.

Loins, whole, 8@10 avg.....	21	@34
Loins, whole, 10@12 avg.....	31	@34
Loins, whole, 12@14 avg.....	30	@32
Loins, whole, 14 and over.....	24	@28
Chops	34	@38
Shoulders	23	@23
Butts .....	..	..
Spareribs .....	..	@24
Hocks .....	..	@14
Leaf lard, unrendered.....	..	@15

Veal.

Hindquarters	30	@40
Forequarters	18	@24
Legs	26	@40
Breasts	14	@18
Shoulders	12	@24
Cutlets .....	..	@50
Rib and loin chops .....	..	@40

Butchers' Offal.

Suet .....	..	@6
Shop fat .....	..	@9
Bones, per 100 lbs. ....	..	@50
Calf skins .....	..	@15
Kips .....	..	@13
Deacons .....	..	@12

CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1. c. 1. Chicago.....	9%	..
Double refined saltpetre, gran., 1. c. 1.....	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b.	..	..
N. Y. S. S., carloads.....	3%	3%
Less than carloads, granulated.....	4%	4
Crystals	5%	5
Kegs, 100@130 lbs., 1c more.	..	..
Boric acid, in carloads, powdered, in bbls. 9	8%	..
Crystal to powdered, in bbls., in 5-ton	..	..
lots or more	9%	9%
In bbls. in less than 5-ton lots.....	9%	10
Borax, carloads, powdered, in bbls.....	5	4%
In ton lots, gran. or powdered, in bbls. 5½	5	..
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	..
bulk .....	..	\$7.00
Medium, car lots, per ton, f.o.b. Chicago,	..	..
bulk .....	..	9.10
Rock, car lots, per ton, f.o.b. Chicago.....	..	8.30
Sugar—		
Raw sugar, 96 basis .....	..	@4.75
Second sugar, 90 basis.....	..	@4.12½
Syrup, testing 63 and 65 combined	..	..
sucrose and invert .....	..	@41
Standard granulated f.o.b. refiners(2%)	..	@5.90
Packers' curing sugar, bags, f.o.b.	..	..
Reserve, Ia.	5.10	@5.20

PURE VINEGARS

A. P. CALLAHAN & COMPANY

207 SOUTH LA SALLE STREET

CHICAGO, ILL.

Why Pay This Tax?

"If equipment can effect a saving in your plant, you are paying a tax equal to that saving until you install that equipment!"

Who said that? Henry Ford.

Maybe that's one of the reasons why Henry has so much money!

H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Nov. 6.	Cor. week, 1925.
Prime native steers.....	18 @19 1/2	18 @22
Good native steers.....	16 @18	17 @20
Medium steers.....	14 @16	12 @18
Heifers, good.....	13 @18	13 @20
Cows.....	9 @13	7 @12
Hind quarters, choice.....	25 @25	25 @25
Fore quarters, choice.....	25 @25	18 @18

Beef Cuts.

Steer Loin, No. 1.....	@31	@40
Steers Loin, No. 2.....	@28	@40
Steer Short Loin, No. 1.....	@38	@48
Steer Short Loin, No. 2.....	@34	@54
Steer Loin Ends (hips).....	@25	@30
Steer Loin Ends, No. 2.....	@25	@30
Cow Loin.....	@20	@20
Cow Short Loin.....	@25	@25
Cow Loin Ends (hips).....	@17	@16
Steer Ribs, No. 1.....	@22	@34
Steer Ribs, No. 2.....	@21	@31
Cow Ribs, No. 1.....	@16	@16
Cow Ribs, No. 2.....	@16	@16
Cow Ribs, No. 3.....	@11	@9
Steer Round, No. 1.....	@15	@18
Steer Round, No. 2.....	@15	@15
Steer Chucks, No. 1.....	@13	@14
Steers Chucks, No. 2.....	@12 1/2	@13 1/2
Cow Round.....	@13	@12
Cow Chucks.....	@10	@9 1/2
Steer Plates.....	@10	@10
Medium Plates.....	@8	@13 1/2
Briskets, No. 1.....	@14	@20
Briskets, No. 2.....	@12	@16
Steer Navel Ends.....	@8	@11 1/2
Cow Navel Ends.....	@7 1/2	@11 1/2
Fore Shanks.....	@7	@6 1/2
Hind Shanks.....	@7	@5 1/2
Rolls.....	@21	@20
Strip Loin, No. 1, boneless.....	@50	@65
Strip Loin, No. 2.....	@45	@60
Strip Loin, No. 3.....	@35	@40
Sirloin Butts, No. 1.....	@30	@30
Sirloin Butts, No. 2.....	@28	@25
Sirloin Butts, No. 3.....	@15	@18
Beef Tenderloins, No. 1.....	@35	@75
Beef Tenderloins, No. 2.....	@30	@65
Rump Butts.....	@18	@18
Flank Steaks.....	@18	@18
Shoulder Cuts.....	@18	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	@11	@10
Hearts.....	@12	@10
Tongues.....	21 1/2 @12	29 @30
Sweetbreads.....	@38	@35
Ox-Tail, per lb.....	11 1/2 @12	10 @11
Fresh Tripe, plain.....	@4	@4
Fresh Tripe, H. C.....	@4	@4
Livers.....	9 1/2 @13	9 1/2 @12 1/2
Kidneys, per lb.....	10 @10 1/2	9 1/2 @10 1/2

Veal.

Choice Carcass.....	@19	@20
Good Carcass.....	@14	@15
Good Saddle.....	@20	@20
Good Backs.....	@12	@14
Medium Backs.....	@8	@12

Veal Products.

Brains, each.....	@11	@12
Sweetbreads.....	@50	@40
Calf Livers.....	@41	@37

Lamb.

Choice Lambs.....	@27	@27
Medium Lambs.....	@25	@27
Choice Saddle.....	@30	@32
Medium Saddle.....	@28	@30
Choice Fores.....	@20	@24
Medium Fores.....	@18	@22
Lamb Fries, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@28

Mutton.

Heavy Sheep.....	@8	@10
Light Sheep.....	@14	@16
Heavy Saddle.....	@12	@12
Light Saddle.....	@18	@18
Heavy Fores.....	@8	@8
Light Fores.....	@14	@14
Mutton Legs.....	@18	@20
Mutton Loin.....	@15	@15
Mutton Stew.....	@9	@11
Sheep Tongues.....	@12	@12
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	@25	@25
Pork Loin, 8@10 lbs. avg.....	24 @25	24 @25
Hams.....	@29	@25
Belies.....	@29	@25
Calas.....	@20	@17
Skinned Shoulders.....	@20	17 1/2 @18
Tenderloin.....	@00	48 @50
Spare Ribs.....	@17	19 @20
Leaf Lard.....	@15 1/2	@16
Back Fat.....	@15	@15
Butts.....	@26	21 @22
Hocks.....	@15	@15
Tails.....	@14	@15
Neck Bones.....	@12	@12
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@14	@15
Pigs Feet.....	@6	@6
Kidneys, per lb.....	8 @11	10 @11
Livers.....	@15 1/2	@15 1/2
Brains.....	@15	@15
Ears.....	@9	@9
Snouts.....	@8	@11
Heads.....	@10	@9

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@29
Country style sausage, fresh in bulk.....	@19
Country style sausage, smoked.....	@26
Mixed sausage, fresh.....	@18
Frankfurts in pork casings.....	@22
Frankfurts in beef casings.....	@24
Bologna in beef bungs, choice.....	@18 1/2
Bologna in cloth, paraffined, choice.....	@17
Bologna in beef middles, choice.....	@19
Liver sausage in hog bungs.....	@23
Liver sausage in beef rounds.....	@14
Head cheese.....	@16
New England luncheon specialty.....	@30
Liberty luncheon specialty.....	@24
Mixed luncheon specialty.....	@17
Tongue sausage.....	@28
Blood sausage.....	@18
Polish sausage.....	@18
Souse.....	@18

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@54
Cervelat, new condition, in hog bungs.....	@23
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@32
Farmer.....	@31
Holsteiner.....	@31
B. C. Salami, choice.....	@51
Milano Salami, choice in hog bungs.....	@51
B. C. Salami, new condition.....	@27
Prisces, choice, in hog middles.....	@45
Genoa style Salami.....	@38
Pepperoni.....	@45
Mortadella, new condition.....	@27
Capicola.....	@59
Italian style hams.....	@48
Virginia hams.....	@52

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$7.00
Large tins, 1 to crate.....	5.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	5.50
Large tins, 1 to crate.....	10.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00

SAUSAGE MATERIALS.

Regular pork trimmings.....	14 @14 1/2
Special lean pork trimmings.....	@20
Extra lean pork trimmings.....	20 1/2 @21
Neck bone trimmings.....	16 1/2 @17
Pork cheek meat.....	@15
Pork hearts.....	8 @9
Fancy boneless bull meat (heavy).....	8 @11 1/2
Boneless chucks.....	@10 1/2
Shank meat.....	@8 1/2
No. 1 beef trimmings.....	@8 1/2
Beef hearts.....	@6 1/2
Beef cheeks (trimmed).....	@7 1/2
Dr. canner cows, 300 lbs. and up.....	7 @7 1/2
Dr. cutters, 400 lbs. and up.....	9 @9 1/2
Dr. bologna bulls, 500-700 lbs.....	9 @9 1/2
Beef tripe.....	@5
Cured pork tongues (can. trim.).....	@17 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	@22c
Beef rounds, domestic, 140 sets per tierce, per set.....	@30c
Beef rounds, export, 225 sets per tierce, per set.....	@29c
Beef middles, 400 sets, per tierce, per set.....	@1.35
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	@21c
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	@15
Beef weasands, No. 1, per piece.....	@11
Beef weasands, No. 2, per piece.....	@5c
Beef bladders, small, per dozen.....	@1.25
Beef bladders, medium, per dozen.....	@1.75
Beef bladders, large, per dozen.....	@2.00
Hog casings, medium, per bd. 100 yds.....	@2.50
Hog casings, narrow, per lb. f. o. s.....	@3.00
Hog middles, without cap, per set.....	@18
Hog middles, with cap, per set.....	@28.00
Hog bungs, export.....	85 @38
Hog bungs, large prime.....	@26
Hog bungs, medium.....	@17
Hog bungs, small prime.....	@12
Hog bungs, narrow.....	@7 1/2
Hog stomachs, per piece.....	@8

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongues, 200-lb. bbl.....	65.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

BARRELED PORK AND BEEF.

Meat pork, regular.....	\$34.00
Family back pork, 20 to 34 pieces.....	38.00
Family back pork, 35 to 45 pieces.....	39.00
Clear back pork, 40 to 50 pieces.....	38.00
Clear plate pork, 35 to 45 pieces.....	23.50
Clear plate pork, 25 to 35 pieces.....	24.50
Brisket pork.....	32.50
Bean pork.....	25.00
Plate beef.....	22.50
Extra plate beef, 200 lb. bbl.....	24.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@2.25
Red oak lard tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.57 1/2 @2.62 1/2

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@34
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@21 1/4
Nut margarine, 1 lb. cartons, f.o.b. Chicago, (30 and 60 lb. solid packed tubs, 1c per lb. less.).....	@22
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@13 1/2
Extra short ribs.....	@13 1/2
Short clear middles, 80-lb. avg.....	@15
Clear bellies, 14@16 lbs.....	@18
Clear bellies, 18@20 lbs.....	@16
Clear bellies, 25@30 lbs.....	@13 1/2
Rib bellies, 20@25 lbs.....	@14 1/2
Rib bellies, 25@30 lbs.....	@13 1/2
Fat backs, 10@12 lbs.....	@11 1/2
Fat backs, 12@14 lbs.....	@12
Fat backs, 14@16 lbs.....	@12 1/2
Regular plates.....	@11 1/2
Butts.....	@10

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@32 1/2
Skinned hams, fancy, 16@18 lbs.....	@33 1/2
Standard regular hams, 12@16 lbs.....	@31 1/2
Picnics, @6 lbs.....	@20 1/2
Standard bacon, 4@8 lbs.....	33 1/2 @34
Standard bacon, 10@12 lbs.....	@32
Standard bacon, 12@14 lbs.....	@31 1/2
Standard bacon, strips, @6 7 lbs.....	@32
Cooked hams, choice, skin on, surplus fat off.....	@45
Cooked hams, choice skinned, surplus fat off.....	@40
Cooked hams, choice, skinned, surplus fat off.....	@48
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loins, smoked.....	@48

ANIMAL OILS.

Prime lard oil.....	15 @15 1/2
Extra winter strained.....	12 1/2 @13
Extra lard oil.....	11 1/2 @12
Extra No. 1 lard.....	10 @10 1/2
No. 1 lard oil.....	9 1/2 @10 1/2
No. 2 lard oil.....	9 1/2 @10
Pure neatfoot oil.....	13 @13 1/2
Extra neatfoot oil.....	10 @10 1/2
No. 1 neatfoot oil.....	9 1/2 @10 1/2
Acidless tallow oil.....	9 1/2 @10 1/2

LARD (Unrefined).

Prime, steam cash tierces.....	@13.00
Prime, steam, loose.....	@12.00
Leaf, raw.....	@13.25
Neutral lard.....	@16.50

LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	@13.00
Pure lard, tierces.....	@13.50
Compound.....	@10.50

OLEO OIL AND STEARINE.

Oleo oil, extra.....	10 1/2 @10 1/2
Oleo stock.....	@10 1/2
Prime No. 1 oleo oil.....	10 @10 1/2
Prime No. 2 oleo oil.....	9 1/2 @9 1/2
No. 3 oleo oil.....	9 1/2 @9 1/2
Prime oleo stearine, edible.....	9 1/2 @10

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	8 @9 1/2
Prime packers tallow.....	7 1/2 @7 1/2
No. 1 tallow, basis 10% f.i.s., 42 titre.....	7 @7 1/2
No. 2 tallow, basis 40% f.i.s., 42 titre.....	5 1/2 @6
Choice white grease, max. 4% acid, loose.....	8 1/2 @9
Chicago.....	8 1/2 @9
B-White grease, max. 5% acid.....	7 @7 1/2
Yellow grease, 12-15 f.i.s.....	6 1/2 @6 1/2
Brown grease, 40 f.i.s.....	5 1/2 @6

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val-ley points, nom., prompt.....	7 1/2 @7 1/2
White, deodorized, in bbls., c.a.f. Chicago.....	12 1/2 @12 1/2
Yellow, deodorized, in bbls.....	12 1/2 @12 1/2
Soap stock 50% f.i.s. basis, f.o.b. mills.....	1 1/2 @1 1/2
Corn oil, in tanks, f.o.b. mills, nom.....	7 1/2 @7 1/2
Soy bean oil, seller's tanks, f.o.b. coast.....	10 1/2 @10 1/2
Cocanut oil, seller's tank, f.o.b. coast.....	8 1/2 @8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	11 1/2 @12

FERTILIZERS.

Blood, unground and ground.....	\$ 4.00 @ 4.25
Hoofmeal.....	2.65 @ 2.75
Ground tankage, 10 to 12%.....	3.00 @ 3.25
Ground tankage, 6 to 9%.....	2.85 @ 2.95
Crushed and unground tankage.....	2.65 @ 3.00
Ground raw bone, per ton.....	30.00 @ 33.00
Ground steam bone per ton.....	28.00 @ 29.00
Ground meat bone per ton.....	24.00 @ 25.00
Unground bone tankage per ton.....	14.00 @ 17.00

HORNS, HOOFES AND BONES.

No. 1 horns, 75 lb. average, per ton.....	\$185.00 @ 200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @ 155.00
No. 3 horns.....	75.00 @ 100.00
Horns, black and stripes.....	35.00 @ 50.00
Hoofs, white.....	70.00 @ 75.00
Round shin bones, heavies.....	90.00 @ 100.00
Round shin bones, lights and med.....	85.00 @ 95.00
Heavy fats.....	50.00 @ 60.00
Light fats.....	45.00 @ 50.00
Thigh bones, heavies.....	90.00 @ 100.00
Thigh bones, light and med.....	85.00 @ 90.00
Buttock bones.....	50.00 @ 60.00

Note—These quotations apply to No. 1 product, which must be asserted, free from grease spots and cracks, hard and clean uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

Who Do You Work For? It's Someone More Important Than The Man Who Pays You

Here is a question for you, Mr. Retail Meat Clerk:

Do you know who your boss really is?

"Well, I ought to," you reply, "I get my pay from him every Saturday night."

But do you really work for him, after all?

Is he actually your boss, or is he just your paymaster, and is someone else your real boss?

Read the following article and learn the answer to this interesting question. It will throw a lot of light on the subject in a new way—and it is bound to make you think!

Who's Your Boss?

By A. Rowden King.
(All Rights Reserved.)

Mr. Retail Meat Clerk, for whom do you work?

"For the finest boss in three counties," you hasten to reply.

But stop! You're on the wrong track.

We were not seeking to get some sugar-coated compliments for the man who hands you your pay-envelope each week and whose name probably appears in big gold letters over the doorway of the shop where you spend a large share of your waking hours.

Owner Not Your Real Boss.

Did you ever stop to think that you really do not work for him at all?

As a matter of fact, you really work for the person who wears a hat in your store and who comes opposite you, on the other side of the counter.

Your boss is the Customer, not the manager of the store. The latter is simply paymaster for the former.

How do we figure that out?

Why Customer Is Your Boss.

Well, in these days retail stores succeed or fail on the basis of the service they render, and you are a fundamental part of that service. If the true meaning of the word had not been perverted through popular use, we would call you a Servant.

There is honor and dignity and satisfaction in giving service. But there are only two human relationships in it—he who serves and he who is served.

You are the former and your customer is the latter and your real boss. The manager of the store merely reflects, to the best of his ability, in terms of dollars and cents, your real boss' opinion of your worth.

Once you understand correctly and naturally who is your real boss (your customer) and who is merely your paymaster (your store manager or owner),

it will mean real progress for you, greater money return and a more permanent place in the economic scheme of things.

RETAILERS' CHRISTMAS BOOKS.

With the first copies of the new Christmas greeting cook book—"My Meat Recipes"—just off the press, retailers now can see for themselves what an attractive and practical present it will make for their customers. The National Live Stock and Meat Board is offering this book to the trade at cost price, as the sole purpose of this organization is to promote the interests of the retailers and of all others engaged in the livestock and meat industry.

The accompanying reproduction of the cover, both front and back, will give a very good idea of just how valuable the publication will be as a stimulator of good will. Particular note should be taken of the prominent manner in which the retailer's name appears on both the front and back cover as this is a feature which makes the book doubly valuable to him.

Note the blank panel at the bottom of the front cover. In this space will be imprinted the desired firm name and business address.

The place for name on the back cover is indicated.

It must be understood that the cover is printed in colors, which means that the picture shown here does not do the finished product full justice. The book measures 5½x8 inches. It contains 48 pages of prize-winning recipes and other material of value to the housewife, such as instruction on carving meat, fundamental facts about the various meats, little knacks of meat cookery, etc.

The recent announcement that the book soon would be available has brought a flood of requests for information regarding it from retailers in all parts of the country. A sample copy of the book can be obtained by addressing THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

NEWS OF THE RETAILERS.

Fred W. Berger has sold his meat market in Redford, Mont., to L. E. Hiatt.

John Lokken has sold his North Side Meat Market in Windom, Minn., to Howard C. Murphy.

A new meat market has been opened in Cosmos, Minn., by Arnold Stark.

The Bell & Martin Meat Market in Harrison, Mont., has been sold to Pierman Brothers.

Carl Bartz has sold his meat market in Owosso, Mich., to L. O. Underwood and Edward Wildermuth.

Chris Satterlee has sold his meat market in St. Johnsville, N. Y., to Harold S. Fox.

The Keeney Meat Market in Prosser, Wash., has been sold to O. S. Brown and Robert Evans.

The Arnold Beef Company's meat market at 575 Main street, Poughkeepsie, N. Y., has been sold to Charles O. Dietz.

I. E. Ives has sold his meat market in Montgomery City, Mo., to Adrian Lohman.

The Piggly Wiggly store at 332 Main street, Ottawa, Kans., has added a meat department.

A new meat market has been opened at 541 W. Chestnut street, Freeport, Ill., by Fred Brooks and son.

D. O. Cate has sold his meat market in Grove, Okla., to Ernest Daughy and A. H. Bradshaw.

Felix Pennington has sold his meat market in Richmond, Ky., to John L. Coombs.

Fred Hokitt has sold his City Meat Market in Ft. Stockton, Tex., to R. B. Smith.

Frank Scott has purchased the butcher shop of Louis Wiggers in Beresford, Neb.

O. L. McKenzie has purchased the City Meat Market in Hebron, Neb., and will change name to Standard Meat Market.

E. C. & H. A. Hines have purchased the meat and grocery business of Harris & Crawford, at 515 Main street, Corona, Calif.

L. V. & W. G. Hall have purchased the City Market in Hill City, Kans., from John Lamb.

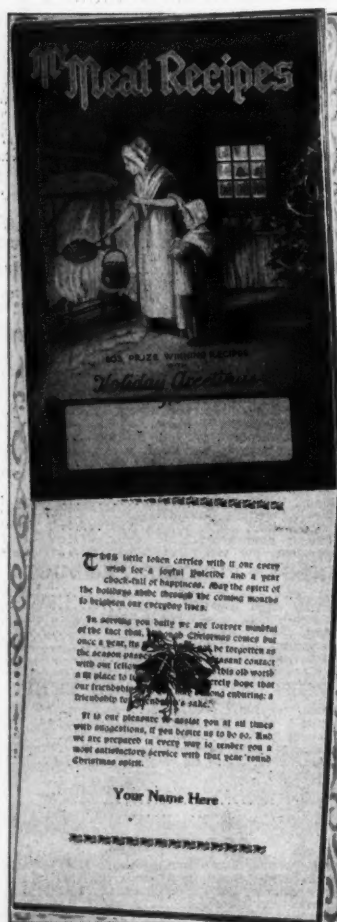
Anton Brant is erecting a new building in Cawker City, Kans., and will install a meat market in it.

E. W. Holmberg has purchased the Cash Market from C. B. Aves, Florence, Kans.

W. H. Harwell, manager of the Central Cash Grocery & Market, Clinton, Okla., has installed a new meat market.

Adolph C. and Frank Wiederhold have engaged in business at 233 Yamhill Ave., Portland, Ore., as Bungalow Market.

C. J. Avila has sold his meat market in Blaine, Wash., to Fred L. Dahl.



C. A. Parrott has engaged in the meat business in Gifford, Ida.

F. L. Gildersleve has sold the L. & W. Meat Market in La Crosse, Wash., to B. L. Cickory.

Sam Lowry has sold his meat business in Grandview, Wash., to F. B. Gildner.

Ryan Brothers have opened the Highway Market at 67th & Sandy Blvd., Portland, Ore.

Gustave Schmidt has engaged in business at 5532 40th Ave. S. E., Portland, Ore., as Archer Place Cash Market.

Joe Smith has purchased the meat market of J. S. Moffitt in New Pine Creek, Ore.

Joseph Ghilardi has sold his meat market at 802 Howell, Seattle, Wash., to C. E. Patton.

Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

DELICIOUS VEAL DISH.

Here is a different recipe that will appeal to nearly every housewife who likes the delicate flavor of veal:

Use veal steak one-half inch thick. Cut into pieces large enough for a serving. Beat the yolk of one egg and add a teaspoon or more of water. Into this dip the veal, then roll in bread crumbs which have been toasted and well seasoned with salt and pepper.

Have an iron spider piping hot with about one-fourth inch hot fat in the bottom. Pan-fry the veal quickly on both sides until a nice brown, then cover the veal with hot milk (a pint or more of sour cream may also be used).

Cover tightly and set in a slow oven for about one hour, removing the lid for the last 15 minutes.

TELLING TRUTH ABOUT MEATS.

Meat exhibits have been and are being prepared by the Division of Livestock, Meats and Wool of the U. S. Bureau of Agricultural Economics for use at the Pacific International Livestock Exposition at Portland, Ore., beginning October 30, the International Livestock Exposition in Chicago, opening November 27, and the National Livestock Show held at Topeka, Kan., November 1 to 6. In the exhibits meats of excellent and poor quality are contrasted.

This same division of the U. S. Department of Agriculture has also been active in cooperating at some of the larger Western state fairs in their better meat campaigns.

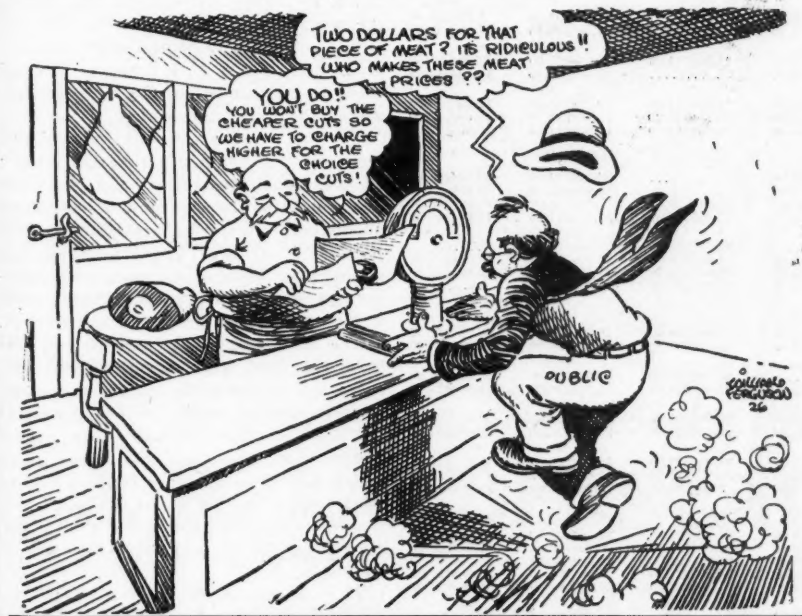
This work has received the hearty co-operation of the packers in the different sections where it has been carried on, and is regarded as an important step in the education of the public to "truth in meats."

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Oct. 30, 1926, with comparisons:

	Week ending Oct. 30.	Prev. week.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses	2,862	2,635	2,798
Cows, carcasses	911	932	918
Bulls, carcasses	509	415	287
Veals, carcasses	2,294	2,433	1,891
Lambs, carcasses	12,259	12,064	7,043
Mutton, carcasses	1,500	1,780	1,204
Pork, lbs.	291,038	282,929	314,171
Local slaughters:			
Cattle	2,029	2,353	1,707
Calves	2,527	2,493	2,355
Hogs	19,409	22,290	19,026
Sheep	5,295	4,950	5,673

Questions and Answers



—Courtesy Chicago Daily Drovers Journal.

GOOD IDEA TO HELP MOVE SLOW CUTS.

Here is a forceful cartoon, reproduced by courtesy of the Chicago Daily Drovers Journal, which gives the consumer a good object-lesson on why it is to his advantage to buy the slower-moving cuts of meat.

This cartoon, if cut out and properly displayed in your store, will help your efforts to move your slow cuts. Everyone knows they are just as nutritious as the so-called "choice" cuts, but many people will not ask for them.

Can You Answer? the Most Important Questions in the Re- tail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

Sent anywhere upon receipt of \$5.00

For sale by

THE NATIONAL PROVISIONER
Old Colony Bldg. Chicago, Ill.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Oct. 30, 1926, with comparisons, as follows:

	Week ending Oct. 30.	Prev. week.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses	8,406½	7,572½	9,623½
Cows, carcasses	597	608	1,227
Bulls, carcasses	82	143	145
Veals, carcasses	11,392	11,646	14,515
Hogs	28,068	26,315	20,060
Lambs, carcasses	4,014	5,623	4,570
Mutton, carcasses	455,496	216,456	279,595
Pork cuts, lbs.	1,052,717	1,041,945	1,156,318
Local slaughters:			
Cattle	10,482	10,586	9,255
Calves	12,580	13,259	14,817
Hogs	50,537	53,973	58,722
Sheep	51,130	50,730	50,134

Get expert advice when you have trouble with your ice box. Write to Retail Editor, The National Provisioner, Old Colony Bldg., Chicago.

New York Section

R. J. Lawrence, of the automobile department of the Cudahy Packing Company, Chicago, was in New York during the week.

C. W. Becker, executive department, and C. G. Dinger, engineering department, Wilson & Company, Chicago, were visitors to the city this week.

W. R. Whiteman, chief auditor for Swift & Company in the New York district, is spending a two weeks' vacation listening to a certain jazz band over the radio.

Jay C. Hormel, vice-president and general manager, and F. B. Catherwood, a director and counsellor of George A. Hormel & Company, Austin, Minn., were visitors on the New York exchange this week.

Fred Vogt, a guest at the meeting of the Bronx Bowling Club, on last Monday evening rolled the high score of 256, while Captain Edelhauser was second, his score being 210.

Oscar Schaefer, a member of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, Inc., and an active worker, celebrated a birthday on the 24th of October.

Mr. and Mrs. I. Werden, prominent in the Washington Heights section, celebrated the 26th anniversary of their wed-

ding on last Thursday by a quiet at-home dinner with the family.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending October 30, 1926: Meat: Manhattan, 445 lbs. Fish, Bronx, 3 lbs.

Dr. W. W. Lawson will succeed William Hanrahan, who has resigned, as assistant superintendent of the Joseph Stern plant. Dr. Lawson has been connected with the Bureau of Animal Industry for the past fourteen years, two of which he has been assistant inspector in charge of the New York station. He was located in Chicago for twelve years.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending October 23, 1926: Meat: Brooklyn, 7 lbs.; Bronx, 8 lbs.; Total, 15 lbs. Fish: Brooklyn, 11 lbs.; Bronx, 3 lbs.; Total, 14 lbs. Poultry and Game: Brooklyn, 10 lbs.

Following up the letters of request for contributions to the annual Red Cross drive, Miss Lillian M. Knoeller, chairman of the wholesale meat division of the drive, is prepared to send out further literature, because she desires the wholesale meat division to stand out prominently in its

returns. Miss Knoeller is secretary to W. A. Lynde of Wilson & Company.

The wonderful attendance at the open meeting of the Washington Heights Branch, New York State Association of Retail Meat Dealers, Inc., on Tuesday evening of this week is causing much satisfaction and encouragement to the officers and members in the building up of a very substantial branch in that section. There were about 120 present, many of whom took advantage of the services of an authorized doctor from the Board of Health to be examined for the purpose of securing health certificates.

The Halloween party given by the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, Inc., on Wednesday afternoon of last week was a wonderful success. It was probably one of the best attended meetings that has been held in some time, and was a source of satisfaction to the hostess as well as to the officers and members. The room was tastefully decorated in black and orange; there were large Halloween cakes, beautifully decorated and containing favors, apples, candies, and the black cats were not missing. Games with appropriate gifts for the winners took up most of the afternoon. The hats, favors and decorations were furnished by the hostess, Mrs. R. Schumacher, who received a standing vote of thanks from the assemblage. Mrs. Schumacher was ably assisted by Mrs. Fred Hirsch. The proceeds from the party will be used for charitable work.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Nov. 4, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hyv. Wt., 700 lbs. up):				
Good	\$16.00@17.00	\$15.00@16.00	\$17.00@19.00	\$18.00@17.50
Choice	15.00@16.00	14.00@15.00	15.00@17.00	15.00@16.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Good	18.00@19.00	.....	18.00@21.00	18.00@20.00
Choice	16.00@18.00	.....	15.00@18.00	15.00@18.00
STEERS (All Weights):				
Medium	13.00@15.00	11.50@14.00	13.00@15.00	12.00@15.00
Common	11.00@13.00	.....	11.50@13.00	11.00@12.00
COWS:				
Good	12.00@13.00	11.00@12.00	12.50@13.50	12.00@13.00
Medium	10.50@12.00	10.00@11.00	11.50@12.50	10.00@11.50
Common	9.00@10.50	9.00@10.00	10.00@11.50	9.50@10.00
Fresh Veal (1):				
VEALERS:				
Choice	18.00@20.00	.....	22.00@24.00	20.00@21.00
Good	17.00@18.00	.....	19.00@22.00	18.00@19.00
Medium	15.00@17.00	17.00@19.00	17.00@19.00	16.00@17.00
Common	13.00@15.00	15.00@17.00	15.00@17.00	15.00@16.00
CALF CARCASSES (2):				
Choice .....	.....	15.00@17.00	14.00@17.00	.....
Good	13.00@15.00	14.00@15.00	13.00@14.00	13.00@15.00
Medium	11.00@13.00	12.00@14.00	11.00@12.00	12.00@13.00
Common	10.00@11.00	11.00@12.00	10.00@11.00	.....
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	25.00@26.00	25.00@26.00	26.00@28.00	26.00@27.00
Good	23.00@25.00	24.00@25.00	24.00@26.00	24.00@25.00
LAMB (42-55 lbs.):				
Choice .....	.....	23.00@25.00	24.00@27.00	22.00@24.00
Good .....	.....	21.00@23.00	23.00@26.00	20.00@22.00
LAMB (All Weights):				
Medium	21.00@23.00	22.00@24.00	23.00@25.00	22.00@23.00
Common	18.00@21.00	20.00@22.00	20.00@22.00	18.00@21.00
MUTTON (Haws):				
Good	12.00@14.00	12.00@14.00	12.00@14.00	13.00@15.00
Medium	10.00@12.00	10.00@12.00	11.00@12.00	12.00@13.00
Common	8.00@10.00	9.00@10.00	9.00@11.00	10.00@12.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	27.00@29.00	27.00@29.00	27.00@30.00	27.00@31.00
10-12 lb. av.	27.00@28.00	27.00@28.00	26.00@29.00	27.00@30.00
12-15 lb. av.	25.00@27.00	25.00@26.00	25.00@27.00	25.00@28.00
15-18 lb. av.	22.00@24.00	25.00@27.00	24.00@26.00	25.00@27.00
18-22 lb. av.	21.00@22.00	24.00@26.00	22.00@24.00	24.00@26.00
SHOULDER:				
N. Y. Style: Skinned	19.00@20.00	.....	20.00@23.00	20.00@23.00
PICNICS:				
4-5 lb. av. ....	.....	21.00@23.00	19.00@21.00	20.00@21.00
6-8 lb. av. ....	.....	19.50@22.00	17.00@19.00	19.00@20.00
BUTTS: Boston Style	23.00@25.00	.....	20.00@29.00	24.00@27.00
SPARE RIBS: Half Sheets	16.00@18.00	.....	.....	.....
TRIMMINGS:				
Regular	14.00@15.00	.....	.....	.....
Lean	20.00@22.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago.

(2) Includes sides at Boston and Philadelphia.

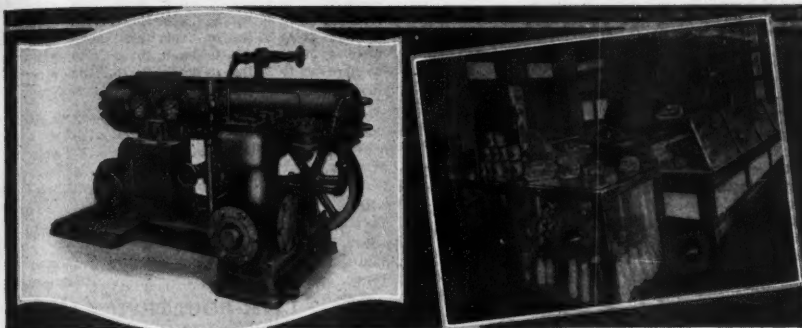
MEAT GRADES ARE SHOWN.

A demonstration of grades of live steers and cuts of beef from similar grades was given by the Livestock, Meats & Wool Division of the U. S. Department of Agriculture at the 104th F. A. Armory, 68th St., & Broadway, New York City, during the week ending October 30th. The Institute of American Meat Packers cooperated, and the New York Butchers' Dressed Meat Co., a member of the Institute, furnished the steers and beef.

The steers were carefully selected and represented the four usual market grades; Choice, Good, Medium and Common. The three grades above Common possessed pronounced Hereford characteristics, while the fourth, or lowest grade, Common was of uncertain birth origin, possessing without question dairy blood, crossed with strain of the older Eastern seaboard type.

The booths where the animals and beef were exhibited were decorated with pictures and prominently displayed posters, as well as signs telling of the purpose of the display. Bulletins and other printed matter were shown and distributed, all of which helped to get over the message of advantage of selling meats by grade, difference between high and low grade beef, as well as the advantages of meat in the daily diet.

The variety of cuts was restricted by refrigerated space, but sufficient to satisfactorily inform housewives and others of the normal decline in quality from the best to the worst. The exhibit attracted more attention than any other similar attraction at the show, and from the visitors was obtained valuable information with respect to consumers' desires as to meat quality.



ARE YOU SELLING YOUR SHARE?

York Mechanical Refrigeration will help you to do it.

According to estimates made by the United States Department of Agriculture, the total per capita consumption of all meats (beef, veal, mutton, lamb and pork) was 154.3 pounds during 1925.

Multiply the number of your custo-

mers by 154.3 and compare the result with your meat sales for last year.

What's the answer?

Write for further particulars on York Mechanical Refrigeration for the meat market, and how it will help you.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

TRADE GLEANINGS.

C. F. Zweigart has sold his abattoir in Maysville, Ky., to W. W. Weis, who plans to remodel and improve the structure materially.

Thomas Rutland has leased his abattoir in LaGrange, Ga., to Joseph Zenk for a period of from one to five years. Mr. Zenk is installing new machinery and making other improvements, and intends to operate it as soon as possible. It is expected to hold a public open house when all improvements are completed.

A new sausage factory has been opened in Gloversville, N. Y., by Hugo Zeiser and Fred Berger, under the firm name of Zeiser & Berger. The new concern will specialize in sausage and other ready-to-eat meats.

Shamrock Cotton Oil Company, Shamrock, Tex., has increased its capital stock from \$50,000 to \$125,000.

It is reported that the Buckeye Cotton Oil Company, with headquarters in the Gwynne Bldg., Cincinnati, Ohio, contemplates the erection of new cottonseed oil mill in Raleigh, N. C. Property has already been purchased with this step in mind.

Temple Cotton Oil Company, Ninth and Orange streets, Little Rock, Ark., has let contract for the erection of a new cotton house.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Oct. 30, 1926, with comparisons:

	Week ending Oct. 30.	Prev. week.	Cor. week, 1925.
Western dressed meats:			
Steers, carcasses	3,022	2,751	2,248
Cows, carcasses	2,088	2,300	2,527
Bulls, carcasses	11	41	58
Veals, carcasses	1,363	1,612	1,679
Lambs, carcasses	18,801	18,109	14,541
Mutton, carcasses	411	944	558
Pork, lbs.	415,273	415,040	457,189

Local slaughters:			
Cattle	2,406	2,083	2,782
Calves	1,975	1,835	1,824
Hogs	9,777	8,694	9,650
Sheep	7,424	8,226	7,375

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Nov. 3, 1926.—Wholesale prices on green and S. P. meats are as follows: Pork loins, 34-35c; green hams, 8-10 lbs., 28c; 10-12 lbs., 27c; 12-14 lbs., 26c; green picnics, 4-6 lbs., 19-20c; 6-8 lbs., 17-18c; green clear bellies, 6-8 lbs., 27½c; 8-10 lbs., 27c; 10-12 lbs., 26c; 12-14 lbs., 26c; S. P. clear bellies, 6-8 lbs., 21c; 8-10 lbs., 22c; 10-12 lbs., 21c; 12-14 lbs., 20c; S. P. hams, 8-10 lbs., 27c; 10-12 lbs., 26c; 12-14 lbs., 26c; 18-20 lbs., 26c; city dressed hogs, 21½c; city steam lard, 13½c; compound, 10¾c.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.

BOSTON

MASS.

The Last Word in Electric Meat Grinders

New type of cylinder — never seen before. Saves one-third of cost for current.

Grinds faster and better.

Easier to clean. Will never break.

Send for literature

B. C. HOLWICK, Canton, O.



IMITATION MEATS

For window and counter display

Fresh and Smoked Meats, Cheese, Butter, etc.



Perfect in every detail.

Write for display circular

REPRODUCTIONS CO.

15 Walker St.

New York, N. Y.

NEW YORK LIVE STOCK.

Receipts of livestock at New York for week ending Oct. 30, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,890	7,590	5,949	22,064
New York	3,852	1,172	109	19,335
Central Union	1,511	2,748	22,597	3,288
Total	9,253	11,510	58,515	44,687
Previous week	10,453	12,278	28,710	44,587
Two weeks ago.....	8,492	12,785	30,532	46,761

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$8.25@9.00
Cows, cutters	2.30@3.00
Bulls	5.75@6.25

LIVE CALVES.

Calves, bulk	\$12.00@14.50
Calves, culls, per 100 lbs.	5.50@8.50

LIVE SHEEP AND LAMBS.

Lambs, bulk	\$13.75@14.25
Lambs, culls	9.00@12.00

LIVE HOGS.

Hogs, heavy	13.50@13.80
Hogs, medium	13.75@13.85
Hogs, 100 lbs.	13.75@13.85
Hogs, 140 lbs.	13.30@13.50
Pigs, under 80 lbs.	12.25@12.50
Good pigs	13.00
Roughs	10.50@10.75
Good Roughs	11.00

DRESSED HOGS.

Hogs, heavy	@19%
Hogs, 120 lbs.	@20%
Hogs, 160 lbs.	@21%
Pigs, 80 lbs.	@22%
Pigs, under 140 lbs.	@21%

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	10 @20
Choice, native, light	19 @21
Native, common to fair	17 @18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	19 @20½
Western steers, 600@800 lbs.	14 @16
Texas steers, 400@600 lbs.	11 @13
Good to choice heifers	17 @18
Good to choice cows	12 @13
Common to fair cows	10 @11
Fresh bologna bulls	9½ @11

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	24 @26
No. 2 ribs	18 @20	21 @23
No. 3 ribs	16 @18	18 @20
No. 1 loins	29 @30	29 @32
No. 2 loins	25 @27	25 @28
No. 3 loins	22 @24	22 @24
No. 1 hinds and ribs	21 @23	19 @25
No. 2 hinds and ribs	19 @20	17½ @19
No. 3 hinds and ribs	16 @17	14 @17
No. 1 rounds	18 @19	17 @18
No. 2 rounds	16 @18	16 @18
No. 3 rounds	14 @16	15 @16
No. 1 chuck	13 @15	15 @16
No. 2 chuck	11 @12	13 @14
No. 3 chuck	10 @11	11 @12
Bolognas	6 @11½	11½ @12
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@6 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	23 @25
Choice	20 @22
Good	15 @17
Medium	12 @14

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	24 @26
Good lambs	23 @24
Lambs, poor grade	18 @22
Sheep, choice	14 @16
Sheep, medium to good	11 @13
Sheep, culls	8 @10

SMOKED MEATS.

Hams, 5@10 lbs. avg.	20 @30
Hams, 10@12 lbs. avg.	28 @29
Hams, 12@14 lbs. avg.	28 @29
Picnics, 4@6 lbs. avg.	21 @22
Picnics, 6@8 lbs. avg.	18 @19½
Rolettes, 6@8 lbs. avg.	18 @19
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	30 @31
Bacon, boneless, city	26 @27
Pickled Bellies, 10@12 lbs. avg.	22 @23

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	20 @30
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	22 @23
Shoulders, Western, 10@12 lbs. avg.	21 @22
Butts, boneless, Western	31 @32
Butts, regular, Western	27 @28
Hams, city, fresh, 6@10 lbs. avg.	23 @29
Hams, Western, fresh, 10@12 lbs. avg.	27 @28
Picnic hams, Western, fresh, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	23 @24
Pork trimmings, regular 50% lean	19 @20
Spare ribs, fresh	19 @20
Leaf lard, raw	16 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@75.00
Black hooft, per ton	45.00@50.00
Striped hooft, per ton	45.00@50.00
White hooft, per ton	@85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@28c a pound
Fresh steer tongues, l. c. trim'd	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@8c each
Livers, beef	@24c a pound
Oxtails	@18c a pound
Beef hanging tenders	@22c a pound
Lamb fries	@10c a pair

BUTCHERS' FAT.

Shop fat	@2½
Breast fat	@4
Edible suet	@5½
Cond. suet	@4½
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white	45	48
Pepper, black	28	31
Pepper, Cayenne	18	24
Pepper, red	23	23
Allspice	17½	20½
Cinnamon	13	16
Coriander	5	8
Cloves	27	32
Ginger	10	16
Mace	1.15	1.25
Nutmeg	40	40

GREEN CALFSKINS.

	Kip.	H kip.
5-9 9½-12½ 12½-14 14-18 18 up		
Prime No. 1 Veals	19 2.20 2.35 2.55 3.80	
Prime No. 2 Veals	17 2.00 2.10 2.30 3.05	
Buttermilk No. 1	1.10 1.85 2.00 2.20	
Buttermilk No. 2	1.10 1.65 1.75 1.95	
Branded Gruby	1.1 1.25 1.35 1.55 1.85	
Number 3		At value

CURING MATERIALS.

	Bbls.	Bags
In lots of less than 25 bbls.:		
Double refined saltpetre, granulated	6¼c	6¼c
Double refined saltpetre, small crystal	7¼c	7¼c
Double refined large crystal saltpetre	8¼c	8¼c
Double refined nitrate soda, granulated	4¼c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6¼c	6c
Double refined saltpetre, small crystal	7¼c	7¼c
Double refined saltpetre, large crystal	8¼c	8c
Double refined nitrate soda, granulated	4c	3¾c
Carload lots:		
Double refined saltpetre, granulated	6c	5¾c
Double refined nitrate soda, granulated	3¾c	3¾c

DRESSED POULTRY.

FRESH KILLED.

Chickens—fresh—dry packed—12 to box—fair to good:	
Western, 48 to 54 lbs. to dozen, lb.	25 @27
Western, 43 to 47 lbs. to dozen, lb.	25 @27
Western, 36 to 42 lbs. to dozen, lb.	25 @26
Western, 31 to 35 lbs. to dozen, lb.	25 @26
Western, 25 to 30 lbs. to dozen, lb.	26 @28
Western, 21 to 24 lbs. to dozen, lb.	28 @30
Western, 17 to 20 lbs. to dozen, lb.	30 @34
Chickens—fresh—dry pkd.—prime to fry—12 to box:	
Western, 48 to 54 lbs. to dozen, lb.	28 @29

Western, 43 to 47 lbs. to dozen, lb.	23 @29
Western, 36 to 42 lbs. to dozen, lb.	28 @29
Western, 31 to 35 lbs. to dozen, lb.	28 @29
Western, 25 to 30 lbs. to dozen, lb.	30 @32
Western, 21 to 24 lbs. to dozen, lb.	32 @36
Western, 17 to 20 lbs. to dozen, lb.	36 @40

Fowls—frozen—dry packed—prime to fry—12 to box:	
Western, 60 to 65 lbs., lb.	33 @34
Western, 55 to 59 lbs., lb.	32 @33
Western, 43 to 47 lbs., lb.	28 @30
Western, 30 to 35 lbs., lb.	23 @26

Ducks—	
Long Islands, No. 1, bbls.	@90

Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	75 @80
Prime, dark, per dozen	2.50@3.00

LIVE POULTRY.

Fowls, colored, per lb., via express	23 @28
Ducks, Long Island spring, via express	@30
Geese, swan, via freight or express	@13
Pigeons, per pair, via freight or express	@35
Guineas, per pair, via freight or express	@90

BUTTER.

Creamery, extras (92 score)	@47½
Creamery, firsts (90 to 91 score)	45 @47
Creamery, seconds	39½ @40½
Creamery, lower grades	37 @39

EGGS.

Extras, per dozen	52 @56
Extra firsts	47 @51
Firsts	41 @46
Checks	23 @32

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, delivered per 100 lbs.	@2.60
Ammonium sulphate, double bags, per 100 lbs., f. a. s. New York	@2.55
Blood, dried, 15-16% per unit	@3.85
Fish scrap, dried 11% ammonia, 15% B.	4.15@4.10c
10% B. P. L.	4.10@4.10c
Fish guano, foreign, 15@14% ammonia, 10% B. P. L.	4.10@4.10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50@50c
Soda Nitrate, in bags, 100 lbs. spot	@2.49
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25@4.10c
Tankage, unground, 9@10% ammonia	3.75@4.10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@31.00
Bone meal, raw, 4½ and 50 bags, per ton	@39.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 10% fat	@9.00

Potash.

Manure salt, 20% bulk, per ton	@11.00
Kalmit, 12.4% bulk, per ton	@8.00
Muriate in bags, basis 80%, per ton	@22.50
Sulphate in bags, basis 90%, per ton	@43.00

Beef.

Cracklings, 50% unground	@1.15
Cracklings, 60% unground	@1.50

Meat Scraps, Ground.

50%	@63.00
55%	@68.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Oct. 28, 1926:

	October	22	23	25	26	27	28
Chicago	47	47	47½	47½	47	47	47
New York	47	47½	47½	47½	47½	47½	47½
Boston	48½	47	47	47	47	47	47
Philadelphia	48	48	48½	48½	48½	48½	48½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

43	43	43	43	43
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1926.
Chicago	27,116	27,320	33,528	2,700,678
New York	40,090	47,027	44,812	3,008,467
Boston	9,589	11,468	11,330	1,072,100
Philadelphia	11,465	10,838	9,306	898,100
Total	88,260	96,653	90,066	7,739,444

Cold storage movement (lbs.):

	In Oct. 28.	Out Oct. 28.	On hand Oct. 20.	Same week last year.
Chicago	19,531	316,386	25,412,781	21,941,309
New York	154,718	378,760	15,631,770	11,654,213
Boston	21,752	124,727	10,918,479	11,942,538
Philadelphia	20,199	32,758	3,035,131	3,141,233
Total	216,198	852,661	55,567,111	48,679,173

926.

22
29
29
22
36
40

box:
34
35
30
26

30

90
3.00

23
30
13
35
60

@47½
47
40½
39

56
51
46
33

2.00

2.55
3.85

& 10c

& 10c

& 50c
2.49

& 10c
& 10c

31.00

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43.00

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1955.

985,518

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733,002

Same

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t year.

941,369

354,213

945,339

41,253

879,173